Original Cast Derby Off and Running

By REN GREVATT

NEW YORK—The original cast Broadway show derby got under way in earnest last week with Columbia first to record one of the the new season's shows, the Stem adaptation of Edgar Lee Masters' classic, "Spoon River Anthology."

Columbia, which underwent one of its less successful cast album years last season, appears to be on the way to regaining lost ground during this new season, since it also recently acquired the rights to "The Girl Who Came to Supper," with Jose Ferrer and Florence Henderson, which opened to highly favorable reviews Monday (30) in its Boston tryout. The Noel Coward musical, which was produced by Herman Levin, producer of "My Fair Lady," is due for its Broadway bow on December 5.

The same label also has the cast album rights to the new Meredith Willson show, "Here's Love," which opened on Broadway Thursday (3). The show enjoyed a generally favorable reception during its out of town tryout tour. New York critics gave it generally warm notices.

RCA Victor, meanwhile, has at least one potentially successful vehicle on its hands in "110 in the Shade," which opened a few weeks ago in Boston, an adaptation of "The Rainmakers." The cast features, among others, Robert Horton (of "Wagon Train" fame) and Stephen Douglas. Music is by Harvey Schmidt and Tom Jones.

Victor also has the rights to two other current properties, one of which has already hit Broadway, and the other still out of town. "The Student Gypsy," by Rick Besoyan of "Little Mary Sunshine" fame, opened Tuesday (1), starring Allen Swift, Dom de Luise, Eileen Brennan, Don Stewart and Shannon Bolin, remained something of a question mark. Victor's other current property, "Jennie," with Mary Martin, is still on the tryout trail.

Capitol's current interest lies in "Zenda," a new Alfred Drake-Anne Rogers vehicle, with music by Vernon Duke, and lyrics by Leonard Adelson, Sid Kuller and Martin Charnin, which has already had break-in engagements in San Francisco and Los Angeles. The show is scheduled for a Broadway opening November 26.

Capitol is also placing much hope on the new Barbra Streisand show, "Funny Girl," due on Broadway February 13. Another musical for the future is "A Girl to Remember," which will star Carol Burnett. This one,

(Continued on page 3)

OCTOBER 12, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

Luther King Sues 3 Firms

NEW YORK—The Reverend Martin Luther King has filed suit in U. S. District Court here, charging infringement of copyright, against three record companies. Defendants are listed as Mr. Maestro, Inc., New York; 20th Century-Fox, Inc., New York, and Motown Record Corporation, Detroit.

The suit charges each firm with alleged unauthorized use on records of King's now famous "I Have a Dream" speech, delivered during various mass rallies for integration, including the recent march on Washington, staged by combined organizations working toward integration.

King said that prior to September 30, he prepared for oral delivery a lecture titled "I Have a Dream," for which he claims he secured a copyright. Shortly thereafter, the complaint charges, the defendant companies recorded and placed on the market for sale recordings of the speech. King seeks an injunction, damages, and an accounting, and asks that all unsold copies of the various disks be impounded and delivered up to him. Suit was filed by the firm of Lubell and Jones.

At least one of the disks, that put out by Mr. Maestro, has been on the market here for several weeks and has been the subject of a saturation campaign of radio mail-order spot announcements.

PLAYBOY CHAIN SEEKS LABEL AFFILIATION

NEW YORK—Talks are currently under way between Playboy Enterprises and several record labels for the distribution of an album series under the "Playhoy Presents" banner. The series, showcasing talent introduced in the expanding international Playboy Clubs chain, is being co-ordinated and produced by Victor Lownes III. He is the former vice-president and promotion director of both the Playboy magazine and Playboy Clubs, and currently maintains offices here and in Chicago.

Lownes appointed Bud Prager, former SESAC general manager, to supervise the "Playboy Presents" series. In addition, Prager will develop music publishing and management facets of the operation. Lownes also named Rosemarie Mendelsohn to the disk production staff. She served formerly as talent co-ordinator for the Playboy Clubs.

According to terms being discussed with the record companies, the firm finally chosen to handle the "Playboy Presents" albums will

(Continued on page 3)

BENNETT BIDS FOR LIBERTY LABEL

NEW YORK—Liberty Records President Al Bennett is negotiating to reacquire the label from its parent company, Avnet Electronics Corporation, Billboard learned last week. According to reliable sources, an agreement had been reached at week's end and final details will be ironed out before it is presented to Avnet st. ckholders.

Avnet purchased Liberty approximately two years ago with 360,000 shares of its stock on a stock trading basis of five Avnet shares for three shares of Liberty. Deal was hailed at the time as the outstanding label purchase in disk history with Avnet paying more for Liberty than had ever been paid before for a record company.

Negotiations between Bennett and Avnet have been going on for the past three weeks, Billboard learned. First disclosure that Avnet and Liberty were on the verge of breaking up their short-lived marriage came last week when Avnet, in a letter to stockholders, revealed it was negotiating to sell its Liberty Records subsidiary (Billboard, October 5). The prospective purchaser was not identified in the Avnet letter.

Bennett, in reacquiring Liberty, will take over ownership of the Imperial label as well. Imperial had been purchased by Liberty on behalf of Avnet during the past two months, and is being operated as a subsidiary of Liberty.

Bennett entered the Liberty firm six years ago, and became president when the label's founder, Sy Waronker, moved up to board chairman. Under the Bennett-Waronker guidance the firm became, as it is today, one of the industry's strongest firms.

When reached hy Billboard, neither Bennett nor Avnet would comment on the reported deal.

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ARMADA Throws Weight Behind Meeting

By NICK BIRO

CHICAGO — An enthusiastic Association of Record Merchants and Distributors Association (ARMADA) board wasted no time meeting here last week to prepare for a record industry practice conference authorized by the Federal Trade Commission.

Such a conference has been sought by ARMADA since 1961 and the tone of the meeting was one of victory and jubilation.

ARMADA immediately appointed a committee of distributors and manufacturers (associate members) to draw up a set of recommended rules to be presented to the FTC.

The distributor group also passed a resolution welcoming the conference and urging "the other trade associations in the industry to extend their wholehearted co-operation to insure the success of the conference."

Sees Great Chance

Earl Kintner, ARMADA counsel and former FTC chairman, said it was all a "great opportunity for this (record) industry to adjust its many violations of law without the government suing large numbers in the industry—a practice that would be expensive both to the tax payer and industry."

Kintner said the conference supplied "an opportunity for the industry to stabilize itself by complying with the law—and an opportunity to institute fair dealings required hy the law."

The ARMADA committee of six distributors and nine manufacturers will meet within 60 days to prepare its recommended rules for the FTC.

After initial informal conferences, the FTC will publish a first draft of industry rules in the Federal Register and will invite additional comments from the industry.

At this point the Commission customarily holds hearings, and accepts oral and written testimony. Following the hearings, the Commission promulgates its final rules.

These have the legal ramification of being the FTC's interpretation of the law. Thus, a violation of the rules is generally treated as a violation of the law.

Counsel Kintner noted, however, that the advanatge of the entire proceedings is that the Commission prefers to keep compliance voluntary. He emphasized that the Commission doesn't turn to legal enforcement unless it has exhausted all voluntary avenues.

Kintner and Amos Heilicher, ARMADA president, both commented on the complete unanimity evidenced throughout the meeting. Without exceptio[illegible] every one of the 30 or [illegible] members present welcom[illegible] conference as a long-[illegible] and much-needed step [illegible] bringing order back to the record industry.

Heilicher noted realistically that "everyone is violating the law—majors and indies. The FTC is giving us a ch[illegible]nce to wash our hands."

Much of th[illegible]eting was devoted to i[illegible]ive and take on the [illegible]f the rules. Dir[illegible]as

...HIT SINGLE...MARIA ELENA...HIT ALBUM...MARIA ELENA

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PLAYBOY PRESENTS: Lownes & Prager

• Continued from page 1

issue the series under its existing labels. Playboy is not seeking to have label identity of its own, but will have its product released under the label of the firm handling the line.

The firm getting the Playboy series will enjoy the promotion of the 2 million circulation magazine. In addition, the Playboy Clubs will serve as a farm system for fresh talent. The Playboy Clubs chain is currently operating clubs in six major markets, Chicago, New York, St. Louis, Miami, New Orleans and Phoenix, and is scheduled to open additional clubs within the next six months in Detroit, Baltimore, San Francisco, Kansas City and Manila, Philippine Islands. Clubs also are under construction in Los Angeles, Washington, Boston, Dallas, and Pittsburgh. Plans call for clubs in London, Paris, and other major European cities.

Sinatra, WB Complete Signing

HOLLYWOOD — Warner Bros. board of directors and Frank Sinatra have signed legal documents firming the acquisition of Reprise Records by Warners. The signing on September 23 came seven weeks after the announcement that Warners was purchasing the Sinatra diskery while its parent was entering into a separate agreement with his Essex Film operation.

In a separate move, Sinatra was named special assistant to Jack L. Warner, president of the film company. The newly created post is for three years, with Sinatra employed in capacities other than as an entertainer. Warner said Sinatra's services would be rendered directly to him and that the actor would be called upon to assist in special assignment at the corporate level.

The time lag between announcement and signing was caused by delays in clarifying legal aspects of the transaction.

Separate Rosters

The two diskeries will maintain separate identities through their own logs, artist rosters, sales and a.&r. departments. Moe Ostin, who continues to manage the Reprise operation, now reports to Mike Maitland, president of Warner Bros. Records.

George Lee will serve as director of Eastern operations for both Warner and Reprise.

Continuing with Ostin are Sonny Burke, a.&r. director; Jimmy Brown, a.&r. producer; Mel Price, sales manager; Jack McGraw, promotion manager, and Merle Shore, art director.

In selling the company to

Continued on page 8

Atco to Handle Coast Line

NEW YORK—Atco Records has taken on the distribution of its first independently produced album line, Vault Records, out of the West Coast. Atco is handling "Hot Rod City" and the entire Vault line of singles and LP's, marking an expansion in the taking on of outside product by the combined resources of Atlantic and Atco.

The deal for the Vault material was worked out between Atlantic Vice-President Jerry Wexler and Jack Lewerke of the West Coast-based Vault firm. Besides the "Hot Rod" LP, which is reported to be cut to tie in with the younger generation's next musical fad, Atco will also distribute the label's surfing albums. "Surfbeat" and "The Challengers on the Move," by the Challengers and the various artist set, "Oldies, Goodies and Woodies" are included.

The singles being handled by Atco from Vault are "Foot Tapper," by the Challengers and "Surfin' Hearse," by the Quads.

The list of outside distributed labels handled by Atlantic and Atco now number nine. In addition to Vault, Atco now distributes all singles product on the Volt, and Colt .45 labels. In addition Atco also distributes specific titles on the Minaret and Moonglow logos. Atlantic is national distributor for all Stax and Shirley product, and distributes specific titles on the Lupine and Instant labels.

Camden Sets Yule Plans

NEW YORK—A large and varied merchandising and promotion program is set for the RCA Camden Christmas and catalog best seller product, according to H. R. Clark, manager of product planning. Clark said that all new and catalog Christmas product will carry a 12 per cent discount to distribs and a 100 per cent return privilege during the campaign.

All Camden tapes, new and catalog, also will have the added 12 per cent discount and 100 per cent return privilege. Advertising, point of sale material, etc., will back the campaign.

Name Kasha Indie Man For Mercury

CHICAGO — Al Kasha, one of Columbia Records' most successful a.&r. producers for the past two years, has been named an independent producer for Mercury Records, according to an announcement last week by Irwin Steinberg, Mercury executive president.

Kasha produced Steve Law-

(Continued on page 8)

Justice Dept. Won't Say on BMI Rumor

WASHINGTON—A story in a broadcasting trade magazine that the BMI consent decree was the object of accelerated investigation at the Justice Department was not confirmed by the Department here last week. Spokesmen for the Anti-Trust Division said investigation of workings of the BMI consent decree have been more or less continuous for the past 10 years, but no imminent action could be confirmed at any level of inquiry by Billboard's Washington reporter.

Justice spokesmen could not peg any official source for the trade paper story, which claimed that Justice was "on the verge" of some move to bring BMI consent terms more in line with those of the American Society of Composers, Authors & Publishers. ASCAP has continually pressed Justice for action, holding that the small-gauge BMI consent decree gives them a competitive advantage over ASCAP's far more stringent decree terms. (To which BMI replies that most amendments to the ASCAP decree are based on complaints from within the Society itself and aimed at fairer distribution.)

One Justice Department staffer speculated that talks between Justice people in the New York office and ASCAP complainants may have given rise to the rumors of imminent action. But Washington office of Anti-Trust Division seemed mystified as to source of the rumor, and one staffer said some of the items in the story re the BMI consent decree were not altogether accurate—again indicating lack of official source.

Kapp Names Neil Galligan

NEW YORK — Neil Galligan has been named singles sales manager for Kapp Records, according to national sales manager Al Chan. Galligan also is in charge of Congress Records, now a Kapp subsidiary and prior to its recent purchase by Kapp, an indie firm operated by Galligan.

Reporting to Galligan in his new post, will be promotion chief Moe Preskell, and his staff, Gene Armond (New York); Bill Mulhern (East Coast); Dennis Ganim (Midwest) and Gil Friesen (West Coast).

Davidson to Meet Staffers

HOLLYWOOD—Bruce Davidson, recently named Capitol's single record merchandising manager, will meet his team of Western region fieldmen as one of his first assignments.

The former Philadelphia promotion manager will be working with Bob Harris, diskery's local branch promo man; Buck Stapleton, the assistant field singles rep in Hollywood, and Guy Haynes, the San Francisco branch promo manager.

In addition to the normal promotion man's activities, Davidson will develop ideas to promote single sales, prepare information for field personnel concerning new product and visit many of the company's top accounts.

He has been with Capitol eight years and has been in the industry 15 years.

Cast Derby Season in Swing

• Continued from page 1

ZENDA REVIEW

'Zenda,' Sadly, Just Won't Do

By ELIOT TIEGEL

LOS ANGELES — "Zenda," the romantic musical based on Anthony Hope's whimsical caprice, "The Prisoner of Zenda," has top name headliners, witty situations, cavorting dancing girls and colorful scenery, but musically the play falls apart.

And this is unfortunate because Alfred Drake's robust baritone voice and Anne Rogers' delightful British soprano are wasted on material lacking the emotion and sweep needed to sell the production. In this respect, Capitol may find itself with a weak musical but a coy comedy original caster on its hands.

"Zenda," which opened here last month, makes its bow on Broadway November 26.

The play has many things going for it—which have to be seen to be enjoyed—such as the choreography and settings.

Drake reveals himself as an excellent comedian utilizing oneliners and a range of facial expressions to capture his audience. Chita Rivera, the fiery Latin dancer, emerges as an exciting performer on all counts.

The setting is modern Europe, with Drake adeptly playing the dual roles of an English entertainer and the salacious king of Zenda. (Armen Mathews as the Queen Mother works harmoniously with Miss Rogers playing her daughter Princess Flavia.)

An unusually large cast of singers and dancers whirl and twirl to twist rhythms, the bossa nova, mambo and waltz time. But "Zenda" lacks the potent musical material with which an audience can walk away humming.

Vernon Duke's music, with lyrics by Leonard Adelson, Sid Kuller and Martin Charnin, ably holds the show together, but one is always wishing the show were more compelling.

Several numbers do stand out, including the romantic "Yesterday's Forgotten," sung by Drake and Miss Rogers, and "Love Is the Worst Possible Thing," teaming Miss Rivera with Drake in an up-tempo comedy routine.

Each of the principals is given sufficient vocal material, but if "Zenda" is to succeed as a musical it needs stronger melodies than were heard in the shake-down performance.

album of which is already set to appear on ABC-Paramount, will debut here next April 26.

Columbia has already signed for the rights to the upcoming musical adaptation of "What Makes Sammy Run," which will star Steve Lawrence, who is also a Columbia pactee. The show will shortly go into rehearsal with a February 4 target date for Broadway. It's also rumored that Columbia has acquired the cast album rights to "Hamlet," to star Richard Burton on Broadway next winter or spring, following his current filming assignment in Mexico.

IN BOSTON

Coward's 'Girl' Alive & Free

By CAMERON DEWAR

BOSTON—Herman Levin of "My Fair Lady" fame has presented another young lady to the theater-going public. "The Girl Who Came to Supper" was warmly greeted, enthusiastically applauded, and in general clutched to the audience bosom.

On the bones of Terence Rattigan's "Sleeping Prince" Harry Kurnitz has wisely and shrewdly pulled the p[illegible] and kept it taut. Noel Cowar[illegible] [illegible]en his un[illegible] mistakable [illegible] [illegible]ght and occasional[illegible] [illegible]ggestive banter to [illegible] ing music [illegible] as of last ni[illegible] [illegible] waite[illegible]

Oliver Smith[illegible] [illegible] towar[illegible] lent, and Irene [illegible] [illegible]ostumes are com[illegible] [illegible] frills, furbelows and hats [illegible] [illegible]ence Henderson as [illegible] [illegible]gan, the girl from the [illegible] company of "The Coconut Girl," sings up a storm all through the prod[illegible]on. In one of the best sedu[illegible] [illegible]enes she gives Jose Fer[illegible] [illegible]rince, a good run [illegible] [illegible]se Ferrer pla[illegible] touch of [illegible] keeps t[illegible] from [illegible] play [illegible] de[illegible]

Conservative Ranks Swelling

UA Announces 10% Discount Program

LAS VEGAS—United Artists Records announced a 10 per cent discount program during its national sales meeting held here last week. The move brings the firm into line with a growing number of companies which have recently adopted more conservative discount policies during stocking programs.

During the three-day session, the firm unveiled new product and a new kiddie line under the over-all tag, "The Mad, Mad, Mad, Mad Plan." This takes its name from a key album in the fall promotion, the sound track to the current Stanley Kramer film, "It's a Mad, Mad, Mad, Mad World."

On hand were Art Talmadge, president; Si Mael, vice-president and comptroller; Joe Berger, national sales manager; Lloyd Liepsig, director of creative services; and Jay Jacobs, national director of sales merchandising and promotion. From the parent film company were Vice-President Dave Picker and executive vice-president of United Artist Music, Michael Stewart.

A mass of new product on a variety of lines was introduced to the distribs who arrived from 30 key areas in the United States and Canada.

Besides product on the UA label, new albums on Musicor, Tale Spinners kiddie line and UA jazz were introduced. Special emphasis was also put on product being distributed by United Artists on the Park Avenue, Garex, Arthur Godfrey's Contempo Records line and the Ascot subsid.

Special presentation was also made of a new label called Peter Penguin Childrens Records. This new line will sell at $1.98. There are six albums in the first release. On the Ascot, are a series of what the firm designates as super-albums in which, for the first time, four motion picture sound tracks are combined in one set. These are slated to sell at a suggested list price of $3.98 and $4.98 retail.

Another sound track album being debuted on the UA label, besides the "Mad, Mad, etc." set is "Johnny Cool," scored by Bill May, which includes Sammy Davis Jr., as special guest artist.

Ferrante and Teicher, Dakota Staton, Garnet Mimms, Al Caiola and the Isley Brothers are also in the line-up. In the UA country end, Pappy Daly's star artists, George Jones and Melba Montgomery, also have new sets in the release.

Elmer Bernstein, Mercer Teaming

HOLLYWOOD — Composer Elmer Bernstein has teamed with Johnny Mercer in writing the title tune from the Paramount picture, "Love With a Proper Stranger."

Bernstein will record the score and a title single for Ava Records.

Bernstein's collaboration with Mercer is their first assignment together. It is also the first time Bernstein has written simultaneously with any lyricist.

Mercer has been working successfully with Henry Mancini the last several years and tradesters are wondering whether the new team can achieve the same kind of commercial success.

Mort Hoffman In Glancy Post

NEW YORK — Mort Hoffman has been named to the post of general manager, Columbia Records Sales Corporation, according to Norman Adler, executive vice-president, Columbia Records. Hoffman succeeds Ken Glancy, former vice-president of the sales wing of the company, who was named last week to the post of vice-president of a.&r.

Hoffman will report directly to Bill Gallagher, vice-president of marketing for Columbia, and will be responsible for the management of the New York merchandising staff. His duties will encompass the formation of sales objectives and policies, planning sales and merchandising programs and maintaining channels of distribution for CRSC.

Previously, Hoffman had been associated with Columbia in various sales capacities. He joined the firm in 1948 with its Pittsburgh distributor. He later served as sales promotion manager there, as a district manager for CRSC, as a regional Midwest sales manager, and most recently as national sales manager in New York.

WB to Hold 1-Price, 1-Deal Till Year's End

HOLLYWOOD — Warner Bros. Records will maintain a one-price, one-deal policy through the end of December, Bob Summers, national sales manager, announced last week. Warner's thus becomes the latest in a series of diskeries to resort to a conservative pricing policy with respect to its distributors.

The new Warner's deal calls for 10 per cent discount on all new and catalog product through the end of December. "Our move was prompted by the request of many distributors and dealers," Summers said, "all of whom voiced the opinion that the record industry needs a healthier economy.

"Many distributors and dealers have been sorely overburdened and as a result were not enjoying sufficient inventory turnover," he said. "They had to resort to drastic discount policies which left them too little a margin of profit. Our new policy will enable all of our distributors to more accurately forecast, and to sell product and not necessarily price alone."

Columbia Records has already resorted to an all-year-round, lower price, no deal policy. Several other record firms, including Kapp, ABC-Paramount, RCA Victor, Mercury and Jubilee also adopted more conservative pricing policies.

Hot Rodding New Kick for Hot Rods

HOLLYWOOD—First it was surfing, now it's hot rodding. That's the new kick Capitol Records is planning to launch with the Beach Boys and Dick Dale.

Hot rod music will be another commercial name for what is rock and roll. Diskery will have five hot rod LP's on the market within the next two weeks, including the already released "Shut Down," by various Capitol artists; "Little Deuce Coupe," which is the title of the Beach Boys' current single; "Checkered Flag," by Dick and the Del-Tones; "Hot Rod Rally," featuring three new teen groups, and "The Big Sounds of the Drags," which the label says was recorded at major drag races around the country.

Voyle Gilmore, Capitol's a.&r. veep, believes the label can spring hot rod music into a national trend because he claims drag racing is practically the national pastime of American teen-agers.

Capitol will supply deejays with a sampler LP and a dictionary of hot rod terms, much in the manner it prepared for the surfing craze.

ARMADA Names Jones To Executive Sec'y Post

CHICAGO—The Association of Record Merchants and Distributors Association (ARMADA) named Edgar M. Jones, long-time journalist and public relations expert, its executive secretary and simultaneously paid tribute to Paul Ackerman, who recently left the association to return to Billboard as music editor.

Board members passed a resolution of thanks and appreciation to Paul Ackerman for his outstanding, loyal and dedicated services as executive secretary to ARMADA. A plaque will be presented to Ackerman shortly.

Jones, who at one time was Billboard's Washington correspondent, has been acting as interim executive secretary. Most recently he was associate director of public relations for the United Service Organization in New York.

He operated his own public relations consulting service and was at one time public information specialist for the federal government in Washington and the United States Army in the Europe.

He also spent many years as a newspaperman and writer in Washington, covering the White House, executive departments, Congress, and the federal courts.

Philips Buys Master

CHICAGO—Philips Records has purchased the master for "Young Boy Blues" from the Kirk label in Houston. The disk, by Steve Tyrell, has reportedly sold over 7,000 in the Houston area. Philips rushed the disk out last week.

IT'S SECOND TIME around for Ernest Ashworth's "Talk Back Trembling Lips." Already the top hit in the country field, the outing is going pop in a big way. 1214 is the number. Hickory is the label.
(Advertisement)

NEWS REVIEWS

Simon Kid LP's Just Right Pie

Record Guild of America has released a new series of "Simon Says" kiddie LP's, to sell in the $1.98 market. The initial group of six packages are neatly conceived to hit this market with a breadth of different types of kiddie entertainment, from nursery rhymes to dramatized story material.

All are done with taste and imagination and even those including nursery rhymes and songs of animal land, an area which can often become plodding and dull, keep up the level. "The Instruments of the Orchestra," though not a new experience, is well handled by orkster Richard Malthy, and the same can be said of Sonny Fox in his "Tubby the Tuba" story. Highlights of the six LP's would be the two story sets, including narration, spots of dialog and excellent musical backgrounds. The new diskings, from Record Guild of America, are numbered from M-14 to M-19.

Kid Science LP's Expertly Done

"Singing Science Records" is the tag covering a series of expertly produced (by pop cleffer Hy Zaret) children's learning records, the first six of which have recently hit the market. Seldom, it may be said, has learning for the youngsters, age approximately 5 to 12, been so well sugar-coated.

Titles of the sets, for example, include "Space Songs," with Tom Glazer and Dottie Evans; "Energy and Motion Songs" (same pairing); "Experiment and Activity Songs" with Dorothy Collins" and "Nature Songs" with Marais and Miranda. The songs by Zaret pack much learning into them in a form that will make kids think they're tuned in on a wild adventure store. Lou Singer deserves a bow, too, for the music.

Of not a little merchandising value are the covers themselves, which are composed of a series of designs and simple figures of the type that kids would draw in school, and all colored in with crayon, in a most lifelike manner. Series numbers run from MR 0312 to 0314, 0316 and up to 0322.

REN GREVATT

Skitch Signed

NEW YORK — Skitch Henderson has been signed as musical director for "Kate Smith at Carnegie Hall" scheduled for Saturday evening, November 2.

London Music Paper Is Sold

LONDON — Britain's leading musical paper, the New Musical Express, has been sold by its owner, Maurice Kinn, to Cecil King's publishing group, the International Publishing Corporation, which used to be known as the Daily Mirror Group.

The New Musical Express—its 300,000-copies weekly circulation is larger than the combined sales of all its British competitors—will be bandled in the group by the George Newnes Company. For a minimum of two years Maurice Kinn becomes one of the board of directors of New Musical Express, Ltd.

Other directors on the new board will include the paper's editor Andy Gray, and advertisement manager, Percy Dickins.

Billboard

Published Weekly by
The Billboard Publishing Company
2160 Patterson St., Cincinnati, O., 45214
Tel.: 381-6450

Publisher
Hal B. Cook New York Office

Editorial Office
1564 Broadway, New York, N. Y.,10036
Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

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Editors P. Ackerman, A. Sternfield
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Phono-Tape & Special Issues...Ren Grevett
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Argentine Office ......Ruben Machado, Dir.
Lavelle 1783, Buenos Aires

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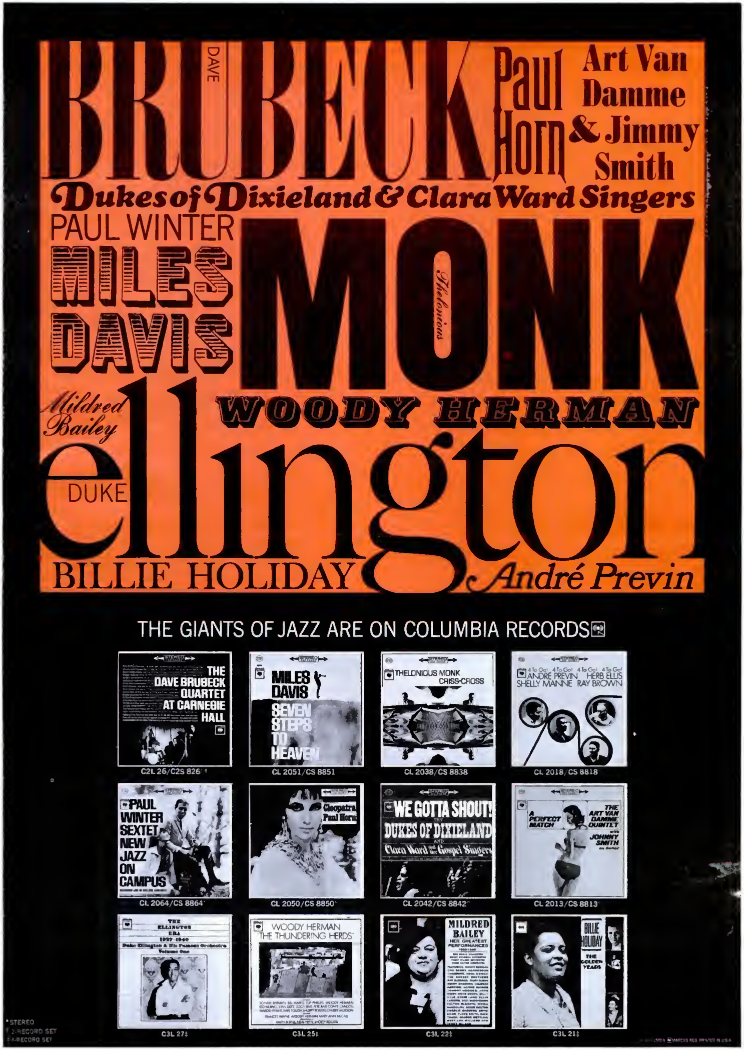
Vol. 75 No. 41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17 for Victor In Pop in Oct.

NEW YORK — RCA Victor pop album release for October totals 17 packages, including debuts by baritone John Gary and The Page 7 Group and albums by Sonny Rollins, Coleman Hawkins, Paul Desmond and Martial Solal. There are also new recordings by Norman Luboff, Ann - Margret, Dick Schory and Homer and Jethro.

(Continued on page 8)

Hit Single!

Maria Elena

#8216

JUST RELEASED

New Hit Album!

Maria Elena

LPM/LSP 2822

by

LOS INDIOS TABAJARAS

RCA VICTOR

The most trusted name in sound

How Hartstone Wears 7 Hats

NEW YORK—"I'd like to see a law that would protect the independent record retailer against loss leader extinction," said Leon C. Hartstone, in reviewing various facets of his first six months in business for himself. Hartstone left his post of vice-president at London Records earlier this year after a 13-year tenure.

Hartstone, with his brother George and Godfrey Dickey, started Mutual Distributors in Boston in 1946. Later Hart Distributors in Los Angeles and Stone Distributors in San Francisco, were added to the Hartstone fold and have been operated as family entities ever since.

In addition, the same group also operates six record stores under a separate corporate name, Krey Disc, in Boston. Hartstone, thus, feels he knows the dealers' problems and is, in fact, a champion of the indie retailer.

Sees No. 1 Goal

"Legislation against the use of the loss leader should be the No. 1 aim of any and all national dealer organizations," Hartstone asserted. "It's the most serious problem they have today," he added, throwing down a copy of the New York Times Sunday entertainment section. "Look at these ads. This is what I mean. These big stores are simply destroying the value concept of records."

"This is destructive and the U. S. is supposed to protect the small merchant against destructive price competition. Actually, many States have such laws, but few dealers will ever use them. In Massachusetts, we had the problem with our stores and we went to court about it against a prominent discounter there. We won and they were enjoined from selling below cost. If they do it again, they're in contempt of court."

Hartstone feels that the record business is going through much change, with the future not particularly clear. "Our approach today is to simply be in the record business and stop trying to figure out what's right or what's best. We feel that even today, it's still possible to make a reasonable profit—not a big profit you understand—but a reasonable one."

Many Areas

To this end, Hartstone has opened up shop in virtually every area of the disk business. Through his Independent Producers Group (IPG) he's a manufacturer. This includes his own IPG label and the signing of labels of indie producers for distributing deals.

Through Mutual, Hart, Stone and the newest entity, Cleve-Disk in Cleveland, he's in the distributing field. Cleve-Disk, incidentally, now has a branch with full warehousing in Cincinnati, giving the Hartstone operations five separate outlets. A sixth market is reached, too, since some of the Cincinnati lines are also handled for the Indianapolis territory.

Through his Pioneer Record Sales firm, he's also in the leased department business, having just taken over five departments, two each in Los Angeles and San Francisco and one in Phoenix, of the Consumers Mart of America (CMA) chain from Lennie Garmise of Chicago.

Through yet another entity, Cal-Raks, there is the rack-jobbing end. By the end of this month, the firm will have five major installations on the West Coast. At the retail level, there are the six Boston stores with four more in the works within the next two years, again evidencing faith in the full-line retail end of the business.

With respect to racking, Hartstone feels that the field must eventually change into a regional or local character rather than national. "Let's face it," he said, "someone right in St. Louis, who knows that market and its needs and its pricing structure, can do a better job there than somebody from Boston or New York. It just has to be.

Sees Wrongs

"I think some aspects of the racker's approach have been wrong. He has to become more like a real dealer and he can only do that with real merchandising, let us say, honest merchandise and honest merchandising.

"I can give you one good example of how a good merchant can do better than a rack or a lease, if it's not operated like a real store. Sam Goody has a store out on Long Island in a Floyd Bennett shopping center. There are record racks all over the place out there, but Goody still does a better job and in many cases he does it with higher prices.

"In our racks, our leased departments, and our stores, we'll run them all like full-line stores. I think the same idea occurred to the White Front people in Southern California. They finally got rid of their leased departments and put in their own record buyer."

"As far as being in the record producing end of the business is concerned," Hartstone continued, "That's a problem. You have the big fellows with the connections who can offer movie contracts and the like to their artists. Then you have the sheer geniuses like Phil Spector. We sometimes wonder, what is the middle-of-the-road man supposed to do? Sometimes it seems that it's either all genius or all hype in this business. We'll just keep looking around for good records and hope we can keep our hand in."

Billboard Cubs Back on Beat

NEW YORK—As the nation's schools reopened, Billboard last week resumed operation of its College Bureau, an on-the-campus fact-gathering organization devoted to disk and talent coverage.

The Bureau's "Campus Cubs" report to Billboard's readers on audience reception of recording artists playing college dates, and affect of their personal appearances on disk sales in school areas.

Before recording artists appear at campus concerts, Billboard's Campus Cub representatives alert record dealers, radio-TV stations, and juke box operators in the school areas to the time and place the artists will appear.

The Campus Cub program, an industry service inaugurated last year by Billboard, today has representatives at more than 50 colleges and universities in the U. S. It operates under the direction of Frank Luppino at Billboard's New York headquarters.

COLLEGE CORNER

Cannonball Kicks Off Ill. Season

By JOHN CARLISLE JR.
University of Illinois
(Billboard Correspondent)

Julian (Cannonball) Adderley and the Gateway Trio kicked off the concert season at the University of Illinois in a double-feature registration week program.

Despite competition from all-school dance and numerous fraternity and sorority events, the concert drew an enthusiastic crowd of 2,437.

The Adderley sextet was a model of proficient versatility, wowing the audience with smooth and swinging renditions of a wide variety of jazz and blues material. The highlight of their performance was pianist Victor Feldman's moving conception of Duke Ellington's "Come Sunday."

The audience was slow in warming up to the Gateway Trio, possibly because of a lack of familiarity with the group. The Trio followed Adderley on the program, and their folk sound seemed rather thin after the powerful Adderley sound.

The campus newspaper, the Daily Illini, summed up audience's reaction, saying that Adderley and the Gateway Trio "present a nice entertainment package."

Area record dealers reported a little action on various records in the Adderley catalog following the concert, but the general reaction was that the sales were not unusually high.

No sales of the Gateway Trio's first album, the "Mad, Mad, Mad Gateway Trio," were reported within the week before or the week after the concert.

This concert was the first to be held in the new University of Illinois Assembly Hall, completed last spring. The seating capacity of the circular hall can be varied for between 3,500 and 8,000 persons for an on-stage concert, seating up to 18,000 persons for a concert in-the-round.

BOOK REVIEW

Can't Put Down This Horne

NEW YORK — A new book by Elliot Horne should warm many a status-minded cat with new parlor games. It's called the Hiptionary, It's profusely illustrated by Jack Davis, whose pen and ink is often seen in Mad Magazine, and it is published by Simon & Schuster, (Horne's a.m. to p.m. gig is in the RCA Victor press pen.)

As the subtitle indicates, this is a book which explains "A Hipster's View of the World Scene." Along with such mundane definitions as pro-football, (elephant ball), psychoanalysis (getting the attic cleaned), the city of Washington (Sam City), Horne, with Davis' talented assistance, describes a number of topical personalities and historic events.

The President, for instance, is "The Man." Pierre Salinger is "The Man's Mouth"; Secretary of the Treasury G. Douglas Dillon is "The Baker." Nelson Rockefeller is "Joe Sincere" and "Daddy Warbucks" is Barry Goldwater. The Peace Corps is called "Schrivers Jivers" and the integration issue is called "Blues Behind the Cotton Curtain."

This is no dull definitive work on the peculiar jargon of the jazz musician and his hippy. It's a lively work in which Horne makes up much hipese as he culls from that already in the lexicon.

For relatively small bread, (ace.95) this soft-cover 79-page book is a groove. **Jack Maher**

Ink Paul Winchell

HOLLYWOOD — TV star Paul Winchell signed an exclusive recording contract with Dore Records. Winchell's initial wax for the label is "Little Orphan Boy," which the ventriloquist sings straight without the use of his Jerry Mahoney character.

Confirmation Seen on Wood Approaches

HOLLYWOOD—The success of "Sugar Shack," by Jimmy Gilmer and the Fireballs on Dot Records, points up the thinking by the firm's president, Randy Wood, of going outside the company to purchase a hot indie master.

The current smash single, which has climbed Billboard's Hot 100 chart in four quick weeks, was purchased by Wood from Norman Petti of Clovis, N. M.

The purchase was the fourth made by Wood of material which has climbed into the Top 10 on the singles charts. These other singles included "Wipe Out" by the Surfaris, purchased locally; "Pipeline" by the Chantays and "Boss" by the Rumblers, bought from Downey Records, a suburban L. A. company, and "Hot Pastrami" by the Dartells, bought locally from Irwin Zucker.

The significance of these purchases places Wood squarely in the battle to buy action masters from outside sources. In the past, Dot's success has come from its own stable of artists built around Lawrence Welk, Billy Vaughn, Pat Boone, Jimmy Rodgers and Steve Allen.

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION (Act of October 23, 1962; Section 4369, Title 39, United States Code).

1. Date of Filing: October 1, 1963. 2. Title of Publication: Billboard.

3. Frequency of Issue: Weekly.

4. Location of Known Office of Publication: 1564 Broadway, New York, N. Y., 10036.

5. Location of the Headquarters or General Business Offices of the Publisher: 2160 Patterson Street, Cincinnati, Ohio, 45214.

6. Names and Addresses of Publisher, Editor and Managing Editor: Publisher, Hal B. Cook, New York, N. Y. Editor, Lee Zhito, New York, N. Y. Managing Editor, Jack Orr, New York, N. Y.

7. Owner: The Billboard Publishing Co., 2160 Patterson St., Cincinnati, Ohio; Mrs. Marjorie D. Littleford, Ft. Thomas, Ky.; J. W. Ross Sr., Trustee, Ft. Thomas, Ky.; R. S. Littleford Jr., Port Washington, N. Y.; W. D. Littleford, Roslyn Estates, N. Y.; Jane L. Stegeman, Ft. Thomas, Ky.; Estate of Mariana W. Littleford; Marjorie L. Ross, Ft. Thomas, Ky.; L. M. McHenry, Ft. Thomas, Ky.

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	Average No. Copies Each Issue During Preceding 12 Months	Single Issue Nearest to Filing Date
A. Total No. Copies Printed.	25,500	26,300
B. Paid Circulation. 1. To term subscribers by mail, carrier delivery or by other means.	16,545	17,201
2. Sales through agents, news dealers or otherwise.	3,090	3,000
C. Free Distribution by mail, carrier delivery or by other means.	1,731	1,714
D. Total No. of Copies Distributed.	21,366	21,915

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(Signed) John W. Ross, Secretary
The Billboard Publishing Company

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This One
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Oscar Davis Prexy Of New Long Firm

NASHVILLE—Hubert Long, president of Hubert Long Talent Agency here, last week announced the formation of a new company, Sponsored Events, Inc., and completion of arrangements with Oscar Davis, personal manager of Ray Price, for the new firm to handle future bookings for Price.

Davis, who will remain as Price's personal manager, has been named president of the new corporation. Long will serve as secretary-treasurer; Jim Peachy and Richard Blake, of Indianapolis, are vice-presidents. Offices will be at 806 16th Avenue South, Nashville.

Long said Sponsored Events will co-sponsor c.&w. personal-appearance shows, beginning with a tie-in with the Kroger food stores. The shows will tie-in newspaper, radio and TV promotion and advertising in Kroger market areas where shows are booked.

The first Kroger show will be October 20 at Cobo Hall, Detroit, where Davis set a box-office record earlier this year.

Artists set for the show include Roy Acuff and the Smokey Mountain Boys, Marty Robbins, Red Foley, George Jones, Lester Flatt and Earl Scruggs and the Foggy Mountain Boys, Porter Wagoner, Melba Montgomery, Jean Shepard, Bill Monroe and the Blue Grass Boys, the Collins Kids, George Hamilton IV, Hank Williams Jr. and Grant Turner.

Long, in announcing the Ray Price arrangement, said all future talent for Sponsored Events will be booked by the Hubert Long Agency.

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#8216
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by
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RCA VICTOR
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Schwartz in New Quarters

PHILADELPHIA — Red Schwartz, former Vee Jay national promotion director, has set up headquarters for his Red Top Records and Carney Music Publishing.

Schwartz, who exited Vee Jay Records recently after a six-year association, helped develop for the label such artists as Jerry Butler, Dee Clark, Gene (Duke of Earl) Chandler) and the 4 Seasons.

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ARMADA SEEKS CENTRAL SITE

CHICAGO—The Association of Record Merchants and Distributors Association (ARMADA) agreed to hold its next board meeting in December or January at the Flying Carpet here, and its next convention in June "at some centrally located site."

In an informal vote, a return to Miami was voted. The Broadmoor Hotel in Colorado Springs, received favorable consideration, and a committee was named to investigate the hotel as a possibility.

ARMADA also agreed to start a newsletter service to its members. The letter would include business tips and association information.

ARMADA Throws Its Weight Behind Meet

• Continued from page 1

important that everybody realize the scheduling of the conference was a fait accompli.

"It's going to be held, and the rules are going to be passed," Jimmy Schwartz, ARMADA treasurer, noted. "Anyone interested in the rules should make his views known now."

Schwartz urged distributors and manufacturers not already ARMADA members, to join with the association in helping draft regulations.

Kintner said the record industry would give the FTC "one of the toughest jobs it's ever tackled — they're (FTC) counting on co-operation from all of us."

'Here to Stay'

Commenting additionally on industry problems, Heilicher said it was "important we realize that the rack jobber, one-stop—and certainly the independent record dealer—are here to stay."

He said the record industry would need a set of rules that would enable everybody to survive.

He noted that Korvette, Sears and Montgomery Ward as well as the large discount stores, would be bound by the same set of rules as the small, independent dealer.

Several distributors expressed fear that the conference could be "sabotaged by people who don't want it."

Kintner said, "no, the conference is on the table—the rules will apply to everyone—manufacturer, distributor, rack jobber, one-stop and dealer."

Another distributor said he heard that a major label had told representatives of the National Association of Record Merchandisers (NARM) that if the conference came to pass, they would appoint the rack jobbers as distributors.

Kintner answered it was important therefore that in drafting industry rules, the difference in function between the various distribution levels be spelled out.

Edgar Jones, executive secretary, noted that the conference would be drawn out—"lawyers for each segment of the industry will be fighting for their respective groups."

Prime Objective

Directors agreed that price stability would be a prime objective of the rules. Commenting on "freebies," Kintner said they couldn't be outlawed, but a rule could say that the freebies must be made available to everybody on an equal basis.

Named to the ARMADA committee to help draft initial rules were the following distributors; Amos Heilicher, chairman; Jimmy Schwartz, Irwin Fink, Milt Salstone, Bob Chatton and Bill Davis.

Also the following manufacturers: John Sippel, chairman; Jerry Wexler, Herb Corsak, Jerry Blaine, Ewart Abner, and invited though not confirmed, Dave Kapp, Bernie Lowe, Mike Maitland and Sam Clark.

Sinatra & WB Complete Signing

• Continued from page 3

Warners, Sinatra is understood to have gained one-third stock ownership of the Warner-Reprise operation plus a seat on the Warners board of directors.

Price of the record company is reported to have netted Sinatra $1 million, with the total price, including picture deals, nearing $10 million.

Pacts Alive

Maitland emphasized that all existing contracts between Reprise and its artist roster would be honored, and agreements with international licensees would continue. Maitland added that there were plans to consolidate licensees and that Pye had been extended as the Reprise representative in England, while British Decca was Warner's outlet there.

Domestically, Warners has 30 distribs; Reprise a lesser number. Sixteen were handling both labels prior to the sale. In areas where both companies have outlets, one may be eliminated.

Wherever possible, Maitland explained, the two labels would use joint services.

All forthcoming Reprise product will carry the statement: "A division of Warner Bros." There is a good possibility that when possible, artists from the two rosters will be combined on recording projects.

The sale also allows for future Sinatra Warner Bros. sound tracks being released on either label. Warner Bros. is also reported exploring the coupling of tracks from both catalogs for the premium business.

Coward's 'Girl'

• Continued from page 3

songstress of the London music halls, stops the show in the latter part of the first act. With a Trafalgar Square setting, she belts out a handful of ditties, among them "Don't Take Our Charlie for the Army" and "What Ho, Mrs. Brisket."

The Foreign Office Ball is a swirl of color and moving patterns. All the 1911 dances are done by the company with some fancy variations. The condensed version of "The Coconut Girl" left Miss Henderson somewhat limp with exhaustion, but the audience loved every minute.

There are at least 19 songs in the show and they all bear the Coward master touch. Joy Layton has taged an opulent show and has kept it moving at a lively pace and the over-all picture is good.

17 for RCA Victor

• Continued from page 6

Also included are four sacred packages by Tony Fontana, George Beverly Shea, the Faith Temple Choir and the Blackwood Brothers.

The "Page 7—An Explosion in Pop Music" package, is a recording by the Page Cavanaugh musical aggregation. It is set for a major ad and promotion push, including a cross-country tour and TV appearances.

The October release for the RCA Victrola line includes four packages: violinist David Oistrakh and pianist Gary Graffman; Monteux and the Vienna Philharmonic, the Boston Symphony and Charles Munch and Gary Graffman with the Boston Symphony and Charles Munch.

MIAMI — Caribbean Folk Music, Ltd., of Nassau, Bahamas, has leased its album "Bahamas Treasure Chest" on the Carib label to EMI Records, Ltd., of London for distribution in England and the Continent.

The album includes 12 pages of photos depicting Bahama Island scenery. The music features calypso, limbo and goombay rhythms spotlighting jankanoo Christmas marching music.

Kasha Named

• Continued from page 3

rence's "Go Away Little Girl," Eydie Gorme's "Blame It On the Bossa Nova," Aretha Franklin's "Rock-A-Bye Your Baby," Buzz Clifford's "Baby Sittin' Boogie," and Adam Wade's "There'll Be No Teardrops Tonight."

He also did a pair of successful albums: "The Winners," by Steve Lawrence, and "Blame It On the Bossa Nova," Eydie Gorme. Before joining Columbia, Kasha was a successful songwriter, and wrote and produced five Jackie Wilson hits in a row: "My Empty Arms," "I'm Comin' On Back to You," "Lonely Life," "Forever and a Day" and "Talk That Talk."

He also wrote "Irresistible You" for Bobby Darin, "The Switcheroo" for Hank Ballard, "As If I Didn't Know" and "Here Comes the Pain" for Adam Wade, and "Pretty Blue Eyes" and "You Don't Know" for Steve Lawrence.

Kasha has also been asked to write for a pair of movies, "Gidget Goes to Rome," and "Jason and the Argonauts." He is a graduate of New York University where he majored in economics and industrial management.

Murray Sporn Sets Up Firm

NEW YORK—Murray Sporn, veteran music man here, has set up a new firm here, to be known as Michigan Music Publishing Company. Initial production deal is with 20th Century-Fox Records, on a disk titled "Story Untold," by the Emotions.

Sporn has most recently been associated with American Enterprises, Ltd.

From American International's Spectacular Surfing Film!!
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BV-3316
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AT CARNEGIE HALL

Small Riot Marks Bow Of Italian Rock Show

The newly renovated Carnegie Hall, a $50,000 refurbishing job, the first since its opening in 1891, was the scene of Eberto Landi's Italian rock show, "Peppino and His Rockers," a wild, wild affair. The show, a straightforward songfest, was presented in two parts Sunday afternoon (29), and wound up in a riot of screaming fans that had to be quelled by officials.

The first part, an even-paced, sedate presentation of Neapolitan songs featured some local Italo-American artists, such as the Gondoliers, guitar-playing singing duo with a penchant for singing girl-name songs. Claudia Villa was next, a striking redhead with all the natural attributes of feminine loveliness, sang well, but lacked what it takes to enthrall an audience.

Next on stage was Nino Testa, a handsome, personable young man with a fine voice opened his set with "Mala Femmena" and right then and there nailed his audience. As he progressed from one number to another, "Anema E Core," "Guitara Romana," "La Novia," and a couple of encores, singing directly to his audience, he held them until he begged off.

Lovely Didi van Eyck, the international songstress, closed the first half in smooth fashion.

Following the comparative quiet of the first half, all hell broke loose in the second segment. Peppino and His Rockers came on to a shouting, screaming, thunderous reception which continued throughout the performance. Though the group is great in its native Italy, the American debut performance at the Carnegie left much to be desired. The rocking, twisting beat was all there, though extremely fast-paced and extremely loud. Peppino's "pop" singing style, also said to be great, was inaudible over the din from both the audience and wall-shaking music that came from the four men backing him.

For encores, the crowd rose to its feet screaming and hollering, and forced the suspension of activities on stage.

LARRY LoMENZO

Hit Single!

Maria Elena

#8216

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Maria Elena

LPM/LSP 2822

by

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VILLAGE GATE

Fury the Word For Santamaria

Mongo Santamaria unleashed his Afro-Cuban, Latin-pop-jazz fury on the audience at New York's Village Gate Tuesday (1) and proved that you can go to the well more than once, especially if that well contains "Watermelon — Man."

Santamaria's bit single for Battle label has provided the conga-bongo player and group with a style and sound as a basis for their work, something that was not true previously. The band romps through the tune and branches out a bit from the hit sound with the march cadence "Creole," "El Toro" which carries the nostalgia of the bull ring number of moody tunes that provide nice contrast to the funky swinger sound. Most of the tunes are included on his new "Mongo at the Village Gate" LP. If there's a negative side to this group it lies in the area of dynamics. The group too often plays loud, louder, loudest.

Sharing the bill with the Santamaria organization are Brock Peters and Dakota Staton. Keyword for both acts is stylization. Actor Peters, as a folk singer, marked his return to the Gate where he first made his folk song debut. The man sings well enough, but it is often difficult to cut through the veneer of his very precise stye.

Miss Staton functions best at a quick tempo where the neon and the chrome of her style shines brightest, as on "Broadway." The unbelievability quotient diminishes a good deal when she sings ballads, however.

JACK MAHER

Hong Kong Set on Ear by Davis' Visit

By CARL MYATT

HONG KONG—This has not been quite the same place since Sammy Davis Jr. breezed in and out of it last week. Sammy arrived from Australia and promptly launched himself into a round of activities which left his friends and associates shaking their heads in wonderment.

He gave a brief press conference on his arrival at the airport, then rushed to his hotel, and out again to a television appearance. He said in his TV interview that he wanted to get out and meet the people in order to get to know the real Hong Kong. He met people from all walks of life, went on the wildest of shopping sprees and did more good for America as a good-will ambassador than all the organizations out here whose job it is to promote the image of the U. S. Addressing an audience on the civil rights issue, he said: "Don't judge all Americans on what is happening in Birmingham. All communities have good and bad people. America, being a little bigger, has just that many more people of both types. In the end however, good always conquers evil."

Film Cartoon To Feature Jazz Score

HOLLYWOOD — A quasi-jazz score is being used by Hanna-Barbera in presenting its first full-length cartoon feature, "Whistle Your Way Back Home," due for release next spring.

The million dollar film features six original compositions by Ray Gilbert and Doug Goodwin, with jazzman Marty Paich as musical supervisor.

Thirty-five musicians, including the top Hollywood jazz studiomen and five vocalists, will be heard on the soundtrack performing the title tune and "Like I Like You," "The Ven-e, Ven-a, Ven-o," "St. Looie," and "Ash-Can Parade."

The film company is currently negotiating for disk exposure for this material, which it points out, "is pretty hip stuff for a cartoon."

TV GUEST APPEARANCES BY RECORD TALENT

OCTOBER 7-13
(All Times Eastern Daylight Saving)

MONDAY 7—BILL DANA, CARL REINER, LES McCANN
Both comics and the jazz pianist will be seen on the Westinghouse tape-syndicated Steve Allen show.

TUESDAY 8—ROBERT PRESTON, RICHARD TUCKER, ANNA MOFFO, GRANT JOHANNESSEN, CHAD MITCHELL TRIO
This impressive line-up of stars will be featured on the Bell Telephone Hour (NBC-TV, 10-11 p.m.).

TUESDAY 8—ROY CASTLE
Reprise recording star will be one of the guests on the Garry Moore show (CBS-TV, 10-11 p.m.).

THURSDAY 10—KEELY SMITH
Keely will join Steve Allen and his gang for tonight's broadcast.

SATURDAY 12—CHAD MITCHELL TRIO, TARRIERS, EDDY ARNOLD, JUDY COLLINS, GLENN YARBROUGH, GASLIGHT SINGERS, GRIER REYNOLDS, MILT KAMEN
All will be featured on ABC-TV's Hootenanny show (7:30-8:30 p.m.).

The national network TV guest appearances listed above provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

JAYNETTES
(Tuff) PM: Zell Sanders

NAMES: Mary Sue Wells, Ethel Davis, Yvonne Bushnell and Johnnielouise Richardson. **AGES:** Mary Sue, 17; Ethel, 19; Yvonne, 18 and Johnnielouise, 19. **HOME TOWN:** Bronx, N. Y. **BACKGROUND:** Abner Spector, an a.&r. man (no relation to Phil Spector), suggested to Mrs. Zell Sanders, composer and publisher, that she gather a female vocal group to record her tune "Sally, Go 'Round the Roses." Zell selected two girls from her J.&S. label, Ethel and Yvonne, who had been single acts prior to that, added her daughter Johnnielouise (of Johnnie and Jo "Over the Mountain" fame), and for the fourth member, advertised in The New York Post for a "girl singer to do professional record." The 20 applicants were auditioned and Zell selected a girl named Mary Wells (not of Motown fame). Johnnielouise was used only for the session, and will not be a permanent member of the group. The speed with which they hit the charts was incredible. The girls have just completed their first album, due out in a week or two. It will feature the same commercial sound as on "Sally."

LATEST SINGLE: "Sally, Go 'Round the Roses," is No. 2 on this week's Billboard Hot 100.

LATEST ALBUM: "Sally, Go 'Round the Roses," will be released very soon.

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

The new **Page Cavanaugh** septet, the Page 7, will be at Basin St. East for one week starting October 7.... **Buddy Greco** is in Boston at Blinstrub's through this week.... The **Dukes of Dixieland** open Friday (11) at the Metropole for three weeks.... Victor's new folksinging acquisition, **Gale Garnett**, is at the Blue Angel, through next Monday.... **Jimmy Castor** is being held over at Trude Heller's for another two weeks.... On Thursday (10) **Earl Wrightson** and **Lois Hunt** open in lead roles in "Silk Stockings," at the Meadowbrook in Cedar Grove, N. J. ... **George Kirby** goes in at the Latin Casino, in Camden, N. J. for ten days on Thursday.

SOUTH

Al Hirt gets a welcome home this week, when he opens at his own club, Pier 600, in New Orleans.... **Phyllis Diller** lets off steam at the Vapors in Hot Springs, Ark., from October 10-16.... On Thursday (10), **Stan Getz** plays a one nighter at the North Carolina State College, Raleigh.

MIDWEST

In Detroit this week, **Jimmy Smith** opens at the Grand Bar (11), and **Oscar Peterson** goes in at Baker's Keyboard (7).... **Anita O'Day** opens for three weeks (9) at Le Bistro, Chicago. ... **Peter Nero** college concertizes at Marion College (10), Indianapolis and St. Olaf's (12), Northfield, Minn.... Also on the college trail are **Peter, Paul and Mary**. This week they will appear at the University of Illinois (9), Southwest Missouri State (10), the Pershing Auditorium in Lincoln, Nebraska (11), the KRNT Theater in Des Moines (12), and the Masonic Temple in Davenport, Iowa (13).

WEST

Lambert, Hendricks and Bavan close a three week engagement at the Sugar Hill in San Francisco on Friday night.

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WSM Execs Finalize Plans For Annual D.J. Festival

NASHVILLE—With emphasis on the more serious aspects of broadcasting, WSM officials last week finalized plans for the "Grand Ole Opry's" 38th birthday celebration to be held here November 1-2 in connection with WSM's annual National Country Music Festival.

In addition to the programming and sales roundtable discussion, which met with such success last year, this year's agenda will also include a discussion on license renewal, when WSM personnel will review and summarize the WSM-University of Tennessee License Renewal Conference of October 22-23.

Registration for the two-day event will begin Thursday, October 31, at the Andrew Jackson Hotel, and the "Grand Ole Opry" birthday celebration will officially open Friday morning (1) at WSM's breakfast to be held in Nashville's new Municipal Auditorium. Program will highlight a spectacular, featuring all the members of "Grand Ole Opry." This will be followed by a memoriam to the "Grand Ole Opry" stars who lost their lives during the past year, and the presentation of the various trade press awards.

As in the past, Capitol, Columbia, Decca, Dot, RCA Victor and United Artists will again sponsor individual events during the celebration, and will be joined this year by Mercury and Starday.

CMA Preps For Country Music Fest

NASHVILLE—Country Music Association members and officials, presently gearing their activities to WSM's National Country Music Week here (October 27-November 2), announce that highlights of the week will include the CMA board and officers' meeting; annual membership meeting and election of directors; CMA's fifth anniversary banquet, show and dance, and International Country Music Week plans which include network television exposure.

The board and officers meet at Nashville's Capitol Park Inn Tuesday (29), and Executive Director Jo Walker reports that there are several key matters in the works and that additional planning will be done at this meeting.

CMA President Gene Autry will preside at the membership meeting Thursday (31) in the ballroom of the Andrew Jackson Hotel at which time the first annual Connie B. Gay Award will be presented. Membership meeting will be followed by the election of directors.

Line-up of talent for this year's banquet show will include Eddy Arnold, Flatt and Scruggs, the Plainsmen, Hank Thompson and His Brazos Valley Boys, Tex Ritter, Jean Shepard and Leroy Van Dyke.

Jim Reeves Sets Up Booking and Diskery Firms

MADISON, Tenn. — RCA Victor artist Jim Reeves, who for the last several years has been working with the Hal Smith office, of Goodlettsville, Tenn., on personal appearance dates, has established his own office here to handle his future bookings, with Ray Baker in charge.

Reeves and his associates have also recently formed Shannon Records, Inc., with the firm's first release, by Billy Deaton of San Antonio, due out this week. Reeves and his group, the Blue Boys, arrived here Saturday (7), after working dates in South Carolina with Johnny Wright and Kitty Wells.

Because of other commitments, Reeves was unable to attend the premiere of his motion picture, "Kimberly Jim," in Johannesberg, South Africa, September 25.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 10/12/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	17
2	8	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	4
3	1	ABILENE George Hamilton IV, RCA Victor 8181	18
4	6	MAKE THE WORLD GO AWAY Roy Price, Columbia 42827	10
5	4	8 x 10 Bill Anderson, Decca 31521	8
6	5	YOU COMB HER HAIR George Jones, United Artists 578	14
7	3	GUILTY Jim Reeves, RCA Victor 8193	14
8	7	RING OF FIRE Johnny Cash, Columbia 42788	19
9	10	FADED LOVE Patsy Cline, Decca 31522	5
10	9	DETROIT CITY Bobby Bare, RCA Victor 8183	15
11	17	HAPPY TO BE UNHAPPY Gary Buck, Petal 1011	9
12	24	TELL HER SO Wilburn Brothers, Decca 31520	4
13	12	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	24
14	16	CALL ME MR. BROWN Skeets McDonald, Columbia 42807	3
15	28	LITTLE OLE' YOU Jim Reeves, RCA Victor 8193	13
16	11	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	20
17	26	A MILLION YEARS OR SO Eddy Arnold, RCA Victor 8207	10
18	15	NOT SO LONG AGO Marty Robbins, Columbia 42831	6
19	13	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	13
20	21	IN THE BACK ROOM TONIGHT Carl Smith, Columbia 42768	8
21	23	THANKS A LOT Ernest Tubb, Decca 31526	3
22	14	TIPS OF MY FINGERS Roy Clark, Capitol 4956	15
23	—	I CAN'T STAY MAD AT YOU Skeeter Davis, RCA Victor 8219	1
24	19	ACT NATURALLY Buck Owens, Capitol 4937	27
25	30	HEY LUCILLE! Claude King, Columbia 42833	5
26	20	LOVING ARMS Carl Butler & Pearl, Columbia 42778	13
27	—	TROUBLE IN MY ARMS Johnny & Jonie Mosby, Columbia 42841	1
28	29	NIGHT LIFE Ray Price, Columbia 42827	2
29	27	COWBOY BOOTS Dave Dudley, Golden Ring 3030	2
30	—	THIS IS THE HOUSE Charlie Phillips, Columbia 42851	1

COUNTRY MUSIC CORNER

By BILL SACHS

Guitarist-comedian **Roy Clark** guested on **Jimmy Dean's** new hour-long show on ABC-TV September 26. Clark's new Capitol releases are the single, "Application for Love," and the album, "Roy Clark Sings the Tips of My Fingers." . . . **Hank Thompson and His Brazos Valley Boys** are set at the State Fair of Texas, Dallas, for the 11th consecutive year October 5-20. During last year's running of the fair, Capitol Records recorded Hank's show live direct from the fairgrounds. The album, "Hank Thompson at the State Fair of Texas," has been released to coincide with his appearance at the fair this year. . . . **Ferlin Husky** is slated to play the Policemen's Ball at Meridian, Miss., in November.

J. Fulwood Hinson, songwriter-deejay (also a licensed mortician and funeral director for Georgia and Louisiana), tried reaching **Tim Gayle** by long-distance phone from New York to Hollywood the other day and was surprised to find that Gayle, publicist and writer's agent, was located in New York. In fact, Hinson found that he was residing in the same hotel, the Belvedere, at the time the phone call was made. Hinson came forth with a portfolio of some 50 songs, including a ready-to-release waxing of "Cardboard Square." Tim now has two free newsletters going out each week, one for the c.&w. programmers and another for the pop lads, and is doing a column for Li'l Wally's and Sebastian Pantonini's Celebrity & Music News, similar to his syndicated Gone With the Gayle pillar.

Buddy Killen, executive vice-president of Tree Publishing, Nashville, announces that songwriter-artist **Joe Tex** has been re-inked to long-term pacts with both the Tree firm and Dial Records. Both contracts were renewed before the old ones expired on the strength of Tex's latest release on Dial, "Someone to Take Your Place." He has another new one coming up on Dial soon. . . . **Bobby Bond,** Tree writer, has just finished an LP and single session for Time Record. **Faye Tucker,** another Tree discovery, has also done a single and LP for the same label. . . . October bookings put **Ernest Tubb and His Texas Troubadours** in Houston, October 9; Dallas, 10; Lawton, Okla., 11; Tulsa, Okla., 12; St. Louis, 19-20; Lansing, Mich., 25; Grand Rapids, Mich., 26, and Saginaw, Mich., 27. Dates were set by **Hal Smith's** Artists Productions, Goodlettsville, Tenn., who also has set **Leon McAuliff and the Cimarron Boys** in Salt Lake City, October 12, and Arkansas City, Kan., 26.

Tillman Franks, Shreveport, La., impresario, has taken over the personal management of **David Houston** of Bossier City, La. . . . Country singer **Margaret Lewis** of Shreveport, La., has her initial waxing on Capitol Records coming up next week. . . . Kiski Recording Company has moved its studios from Freeport, Pa., to North Apollo, Pa. New quarters also house a retail music store. . . . **Charlie Walker,** whose newest on Columbia couples "There's Where Katie Waits" and "Running Back to You," is set through October 16 at the Golden Nuggett, Las Vegas. . . . **George Jones and the Jones Boys** launch a 11-day trek for **Stew Carnall** in Las Vegas, October 9, following with Phoenix, Ariz., 10; San Bernardino, Calif., 11; Bakersfield, 12; Long Beach, 13; San Diego, 14; Artesia, 16; Modesto, 17; San Jose, 18; Redwood City, 19, and Detroit, Mich., 20.

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Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

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with

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HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 10/12/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	CRY BABY Garnet Mimms & the Enchanters, United Artists 629	6
2	1	HEAT WAVE Martha & the Vandellas, Gordy 7022	10
3	4	MICKEY'S MONKEY Miracles, Tamla 54083	7
4	3	PART TIME LOVE Little Johnny Taylor, Galaxy 722	9
5	5	SALLY, GO 'ROUND THE ROSES Jaynetts, Tuff 369	5
6	11	THE MONKEY TIME Major Lance, Okeh 7175	11
7	7	BUSTED Ray Charles, ABC-Paramount 10481	3
8	6	MY BOYFRIEND'S BACK Angels, Smash 1834	8
9	13	BE MY BABY Ronettes, Philles 116	4
10	8	THEN HE KISSED ME Crystals, Philles 115	7
11	10	MOCKINGBIRD Inez Foxx, Symbol 919	17
12	9	IT'S TOO LATE Wilson Pickett, Double L 717	10
13	17	SUGAR SHACK Jimmy Gilmer & the Fireballs, Dot 16487	4
14	26	DOWN THE AISLE Patty LaBelle & the Blue Belles, Newtown 5777	7
15	14	IF I HAD A HAMMER Trini Lopez, Reprise 20198	6
16	12	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215	10
17	21	TWO TICKETS TO PARADISE Brook Benton, Mercury 72177	2
18	16	CRY TO ME Betty Harris, Jubilee 4556	3
19	19	HEY GIRL Freddie Scott, Colpix 692	11
20	—	I'M YOUR PART TIME LOVE Mitty Collier, Chess 1871	1
21	22	TALK TO ME Sunny & the Sunglows, Tear Drop 3014	4
22	29	IT'S ALL RIGHT Impressions, ABC-Paramount 10487	2
23	30	DEEP PURPLE Nino Tempo & April Stevens, Atco 6273	2
24	28	I'LL TAKE YOU HOME Drifters, Atlantic 2201	2
25	—	STRANGE FEELING Billy Stewart, Chess 1868	1
26	18	A WALKIN' MIRACLE Essex, Roulette 4515	4
27	27	THAT'S WHAT MY HEART NEEDS Otis Redding, Volt 109	2
28	20	SURFER GIRL Beach Boys, Capitol 5009	5
29	24	THAT SUNDAY, THAT SUMMER Nat King Cole, Capitol 5027	2
30	—	THE KIND OF BOY YOU CAN'T FORGET Raindrops, Jubilee 5455	3

—BREAKING—
JAMES DAVIS'
BLUE MONDAY
DUKE 368
WATCH THIS ONE GO
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with
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On Columbia Records

MUSIC AS WRITTEN

Duke Ellington Ill

Duke Ellington became ill during a concert engagement in New Delhi, India. The tour is being sponsored by the U. S. Information Service (USIS) and the ork leader was described as not being seriously ill.

NEW YORK

Arranger - composer **Jimmie Haskell** has recorded **Stephanie Powers, Pat Wayne (John Wayne's** son) and **Jerry Van Dyke** on the United Artists label. Songs were written by **Frank DeVol** and **By Dunham.** ... Look for big things from "Parisian Mist," a new ballad by **Erroll Garner.** . . . **Leith Stevens** is doing a book. This one is based on the techniques of writing for films.... **Judi,** daughter of **Norman Weiser,** 20th Century-Fox Records topper, is engaged to **Jon Lopez,** an ensign in the U. S. Navy and stationed at the officer training school, Newport, R. I. . . . Mills Music, London, has taken over publication rights to two new instrumentals written by Hungarian composer **Paul Gyongy.** Titles are "Beau Brummels Promenade," and "Budapest Tango."... There are three new vocal groups on the Capitol label, **Flipper and the Hollywood Children's Chorus, Hal and Jean** and the **Storytellers.**

The **Everly Brothers** flew to London September 19 to begin a tour of Europe with dates in France, Germany and England.... Columbia already has material in the can for the forthcoming Broadway musical "Ruggantino." The show, which is an Italian import and which will run with the unusual facet of English titles, is already represented by disks cut by **Ornella Vanoni,** star of the show. ... Congrats to **Ken Greengrass,** he is the father of a boy. . . . Satin label represented by "Let That Guitar Roll" by **Alex Spearman.** . . . **Joe Welz** is looking for national distribution of his Bat Records.

Armour Records continues its open door policy to talent with the signing of **Johnny Shields.** . . . **Gene Block** and frau are parents of their child **Lori Ann.** Block is Columbia West Coast Regional sales manager.... Epic Records now has **David Houston** as artist.... Century Records has signed **Lorrie Krist.** . . . Columbia special products representative on the West Coast, **Don Shauer,** is now located in Hollywood from his former San Francisco base.... **Walter Swan** has been appointed operations manager of Columbia's L. A. distributorship.... **Stan Monteiro** is new promotion man with Herb Dale Enterprises in New England. . . . P. J. Records has a new one by **Carol Ann,** recently pacted.... The label has also signed **Ginny Gray.**

HERB KENT, "The Cool Gent," popular WVON deejay, and Lucky Label recording artist Otis Leavill shuffle up a storm for the teen-agers at a Sunday hop at St. Bernard High School in Chicago recently. Leavill sang his latest recording, "Rise, Sally, Rise."

CHICAGO

Eddie Yalowitz resigns as president of **Lenny Garmisa's** distributing firm to head Pickwick International's new branch operation here. Eddie was with Garmisa some eight years. **Kent Beauchamp** is slated to move up to the vacated post.... **Hugh Dallas** and **Tony Martell** hosted Columbia's New York execs to a Region III meeting in Detroit last week. Attending were **Joe Lyons, Mort Hoffman, Bob Thompson** and **Bill Farr.** . . . Liberty's **Harvey Goldstein** called to tell us he's not planning a trip up the aisle—or anywhere else for that matter. In fact, his romance is definitely C-O-O-L.... **Bud Dain,** Liberty's national promotion and merchandise co-ordinator, was in town last week making the rounds with Goldstein and then on to New York, Cleveland and Miami.... Chicagoan **Rocco Greco** is making noise with his new Vegas album, "The Whole World Is Singing My Song." Rocco, incidentally, is the brother of **Laverne Greco,** Korvette record buyer here.

NICK BIRO

Hit Single!
Maria Elena
#8216
JUST RELEASED
New Hit Album!
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★ NATIONAL BREAKOUTS

EVERYBODY
Tommy Roe, ABC-Paramount 10478

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

DAWN . . .
David Rockingham Trio, Josie 913 (NEA-How, BMI) (Chicago)

BABY'S GONE . . .
Gene Thomas, United Artists 640 (Acuff-Rose, BMI) (Houston)

BROWN-EYED HANDSOME MAN . . .
Buddy Holly, Coral 62369 (Arc, BMI) (Minneapolis-St. Paul)

THE GORILLA . . .
Ideals, Cortland 110 (Brandon, BMI) (Pittsburgh)

SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.&B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks. All other singles are listed in their respective categories.

POP SPOTLIGHT

MAJOR LANCE

HEY LITTLE GIRL
(Curtom-Jalynne, BMI) (2:34)—Okeh 7181

The "Monkey" man has a strong follow-up to "Monkey Time" here. The side has that middle tempo swing with a strong ork backing and appropriate shouting. Flip is "Crying in the Rain" (Jalynne, BMI) (2:23).

POP SPOTLIGHT

ELVIS PRESLEY

BOSSA NOVA BABY
(Presley, BMI) (1:58)

WITCHCRAFT
(Commodore-Presley, BMI) (2:21)—RCA Victor 8243

More Presley powerhouse wax. The first is a swinging up-tempo, Lieber-Stoller tune that has humor and comes from the new Elvis flick, "Fun in Acapulco." The second, easily as swinging, is a strong medium tempo blues that has fine shouting and torrid tenor.

POP SPOTLIGHT

GENE PITNEY

TWENTY-FOUR HOURS FROM TULSA
(Arch, ASCAP) (2:52)—Musicor 1034

This is a tragic story ballad that's told with authority by Pitney. Side has production build with big orchestral effects. In it Pitney tells the story of a man on his way to meet his gal and he gets cut down en route. Flip is "Lonely Night Dreams (Of Far Away Arms)" (January, BMI) (2:43).

POP SPOTLIGHT

BYRDIE GREEN

GET A HOLD OF YOURSELF
(Aberbach, BMI) (2:30)—20th Century-Fox 422

Miss Green has her strongest item ever here. It's a slow rockaballad that has strong touches of the current gospel and blues sound. Flip is "Don't Take Your Love From Me" (Witmark, ASCAP) (2:39).

POP SPOTLIGHT

BOBBY VEE

NEVER LOVE A ROBBIN
(Roosevelt, BMI) (2:40)

YESTERDAY AND YOU
(ABC, ASCAP) (2:16)—Liberty 55636

Bobby scores with a fine, sweet, soft ballad on the top side. The Vee sound is evident with reverb and multi-tracking effects and a sharp arrangement. The flip is equally strong. The tune has a haunting "Three-penny Opera" sound and big band gives this Ross Bagdasarian hit of some time ago a swing.

POP SPOTLIGHT

THE ANGELS

I ADORE HIM
(Screen Gems-Columbia, BMI) (2:30)—Smash 1854

The earthy sound this group scored with is as effective on this new one as on "My Boyfriend's Back." The beat is there and some fine guitar effects, too. Flip is "Thank You and Goodnight" (Grand Canyon, BMI) (2:30).

POP SPOTLIGHT

JOEY POWERS

MIDNIGHT MARY
(Jimskip, BMI) (2:18)—Amy 892

A strong side featuring a well-delivered vocal by Joey Powers backed with impressive guitar work. Femme chorus does much to add to the feel. Flip is "Where Do You Want the World Delivered" (Boston Road, BMI) (2:16)

POP SPOTLIGHT

DEMETRISS TAPP

LIPSTICK PAINT A SMILE ON ME
(Painted Desert, BMI) (2:41)—Brunswick 55251

Smokey torch-singing here from the gal on a great piece of material. Slow ballad builds with authority as chorus and strings are most effective. Flip is "If You Find Love" (Barton, BMI) (2:05).

POP SPOTLIGHT

FRANKIE LAINE

I'M GONNA BE STRONG
(Screen Gems-Columbia, BMI) (2:11)
Columbia 42884

Frankie Laine has a strong side here somewhat in the same groove as his last single which saw chart action. It's in the contemporary style with reverb, multi-track and strings, strong beat and chorus. Flip is "Take Her" (Metric, BMI).

POP SPOTLIGHT

SOLOMON BURKE

YOU'RE GOOD FOR ME
(Cotillion-Vogle, BMI) (3:01)—Atlantic 2205

Here's another powerful tune for Burke. The lad emotes in stinging style on a tune that has strong natural feel in the blues-gospel groove. Flip is "Beautiful Brown Eyes" (Mellin-Cotillion, BMI) (2:44).

POP SPOTLIGHT

DORIS TROY

TOMORROW IS ANOTHER DAY
(Premier-Hill & Range, BMI) (2:22)
Atlantic 2206

Here's the Doris Troy follow-up to her last smash "Just One Look." The side has a similar sound with strong dance beat and fine organ and rhythm backing filling out behind Doris and the girls. The flip is "What'cha Gonna Do About It" (Premier, BMI) (1:45).

POP SPOTLIGHT

THE NEW CHRISTY MINSTRELS

SATURDAY NIGHT
(Cherrybell, ASCAP) (2:16)—Columbia 42887

High-stepping revival effort here from the Minstrels. The sound has that 12-string, "Walk Right In" groove and should move right out after "Green, Green." Flip is "The Wheeler Dealers" (Miller, ASCAP) (2:18).

POP SPOTLIGHT

TOOTIE AND THE BOUQUETS

THE CONQUEROR
(Garrowah-Lesi-Lone, BMI) (2:15)—Parkway 887

Femme group sings this exciting side in hard-hitting harmonal style. The side deals with a guy who's boss in the neighborhood and has striking tempo breaks. The flip is "You Done Me Wrong" (Lesi-Lone, BMI) (2:25).

POP SPOTLIGHT

CAROL MONTGOMERY

WISH I DIDN'T LOVE HIM
(Talmont, BMI) (1:50)

WHAT DO THEY KNOW
(Ahab, BMI) (2:05—Sound Stage 72512

Two top commercial sides for rocker Carol Montgomery. The first tells the tale of a boy friend untrue. Carol sings the blues on this upbeat rocker in true teen appeal style. Flip features reverb multi-tracking and strong vocal work by the thrush on this teen heater.

POP SPOTLIGHT

INEZ FOXX

HE'S THE ONE YOU LOVE
(Saturn, BMI) (2:37)

BROKEN HEARTED FOOL
(Saturn, BMI) (2:15)—Symbol 922

Two sides that could go for the "Mocking-bird" gal. The first has that fine rocking beat in a middle groove while the second is a shouting middle tempo opus that tells the story of the pains of love. Either or both here.

POP SPOTLIGHT

JERRY COLE

MIDNIGHT MARY
(Jimship, BMI) (2:27)—Capitol 5056

Jerry Cole receives some powerful support from massed guitars and chorus on this tender folk tale. Story told will no doubt reach many with its message. A sound that could move. Flip is "Land of Dreams" (American Music, Inc., BMI) (2:03).

POP SPOTLIGHT

DICK KALLMAN

FROM THIS DAY ON
(Regent, BMI) (2:57)—Capitol 5054

A beautiful inspirational ballad sung with meaning by British vocalist Dick Kallman. Strings and chimes plus multi-voiced chorus fills background sung to a Gounod chant by Kallman. Flip is "Say It Isn't So" (Irving Berlin Music Corp., ASCAP) (3:04).

POP SPOTLIGHT

THE VESPERS

MR. CUPID
(Hill & Range-Palmina, BMI) (2:38)—Swan 4156

Here's a side with a real hit sound. Bright up-tempo swinger features chimes and a fine beat. Group's performances maintains the excitement throughout the record. Flip is "When I Walk With My Angel" (Hill & Range—Palmina, BMI) (2:03).

COUNTRY SPOTLIGHT

FREDDY HART

THAT ALMIGHTY DOLLAR
(Combine, BMI) (2:09)—Monument 826

Hart, who's been around for a spell, has his best in a long time here. It's a smart folkish ditty, with a stylish 12-string guitar sound and a good message. It could easily go country or pop. Flip is "For a Second There" (Pacific Coast, BMI) (2:50).

C.&W. SPOTLIGHT

CARL PERKINS

HELP ME FIND MY BABY
(Cedarwood, BMI) (1:52)—Decca 31548

Perkins has his first on Decca and it could be a winner. It's an exciting rhythm ditty with a catchy melody and strong arrangement, and the chanting job is tops. Watch it. Flip is "For a Little While" (Cedarwood, BMI) (2:23).

C.&W. SPOTLIGHT

RAY GODFREY

TRY IT ON FOR SIZE
(Lowery, BMI) (2:26)—Saber 108

Here's a slick country creation from the Bill Lowery operation in Atlanta. The side features a snappy rhythm ditty, well sung and neatly arranged to a strut beat. It could easily break out. Flip is "How Foolish Can One Heart Be" (Lowery, BMI) (2:19).

C.&W. SPOTLIGHT

SONNY JAMES

BAD TIMES A COMIN'
(Marson, BMI) (2:15)

GOING THROUGH THE MOTIONS
(Regent, BMI) (2:26)—Capitol 5057

Sonny James has never been better than here. Two fine efforts, with the first a hard-luck story song with voices and twanging guitar. Has a strong pop chance as well. Flip is more in the country weeper style and it's equally well done.

SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY
PROGRAMMING

ANTONIO CARLOS JOBIM

THE GIRL FROM IPANEMA
(Duchess, BMI) (2:09)—Verve 10303

The current Jobim album is stirring some West Coast interest and this track is taken from the LP. It has strings, fine piano and a nice, simply melody in a bossa nova groove. Worth many spins. Flip is "Corcovado" (Duchess, BMI) (2:22).

SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY
PROGRAMMING

ANITA KERR QUARTET

GUITAR COUNTRY
(Summit-Northridge, ASCAP) (2:35)

WAITIN' FOR THE EVENING TRAIN
(Harms, ASCAP) (1:57)—RCA Victor 8246

Somewhat unusual, perhaps, for a Nashville group to handle a new Broadway show tune, but this they do here, with a ditty from "Jennie" in pleasing style. First up, however, is an old Willard Robinson-Johnny Mercer tune that's handled mighty sweetly with a great Chet Atkins guitar assist. Two highly spinnable sides.

(Continued on page 22)

Columbia Records
Proudly Introduces
Kenny Rankin
An Exciting New Star
and His Great New Single:
Baby Goodbye c/w Soft Guitar 4-42881
Columbia Singles Sell

Billboard HOT 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.

This Week	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	Title	Artist, Label & Number	Weeks On Chart
★ 1	4	19	65	SUGAR SHACK	Jimmy Gilmer and the Fireballs, Dot 16487	4
2	3	3	12	BE MY BABY	Ronettes, Philles 116	7
3	1	1	1	BLUE VELVET	Bobby Vinton, Epic 9614	10
4	5	9	10	CRY BABY	Garnet Mimms & the Enchanters, United Artists 629	9
5	2	2	5	SALLY, GO 'ROUND THE ROSES	Jaynetts, Tuff 369	7
★ 6	9	13	23	BUSTED	Ray Charles, ABC-Paramount 10481	6
7	6	5	2	MY BOYFRIEND'S BACK	Angels, Smash 1834	11
★ 8	16	32	50	MEAN WOMAN BLUES	Roy Orbison, Monument 824	6
9	8	4	4	HEAT WAVE	Martha & the Vandellas, Gordy 7022	11
★ 10	17	33	52	DONNA THE PRIMA DONNA	Dion Di Muci, Columbia 42852	5
11	13	20	27	HONOLULU LULU	Jan & Dean, Liberty 55613	6
12	7	7	11	WONDERFUL! WONDERFUL!	Tymes, Parkway 884	9
★ 13	28	35	53	THAT SUNDAY, THAT SUMMER	Nat King Cole, Capitol 5027	7
★ 14	21	34	51	DON'T THINK TWICE IT'S ALL RIGHT	Peter, Paul & Mary, Warner Bros. 5385	5
15	14	11	7	SURFER GIRL	Beach Boys, Capitol 5009	11
16	10	6	6	THEN HE KISSED ME	Crystals, Philles 115	9
17	11	8	8	MICKEY'S MONKEY	Miracles, Tamla 54083	9
★ 18	23	29	40	I CAN'T STAY MAD AT YOU	Skeeter Davis, RCA Victor 8219	6
19	19	24	26	PART TIME LOVE	Little Johnny Taylor, Galaxy 722	9
★ 20	33	58	74	DEEP PURPLE	Nino Tempo & April Stevens, Atco 6273	5
★ 21	26	31	57	TALK TO ME	Sunny and the Sunglows, Tear Drop 3014	6
22	12	12	14	A WALKIN' MIRACLE	Essex, Roulette 4515	8
★ 23	38	69	100	WASHINGTON SQUARE	Village Stompers, Epic 9617	4
24	18	16	19	MARTIAN HOP	Ran-Dells, Chairman 4403	11
25	27	30	41	BUST OUT	Busters, Arlen 735	6
★ 26	34	46	64	FOOLS RUSH IN	Rick Nelson, Decca 31533	5
27	15	10	3	IF I HAD A HAMMER	Trini Lopez, Reprise 20198	12
28	31	38	48	HELLO HEARTACHE, GOODBYE LOVE	Little Peggy March, RCA Victor 8221	6
29	32	41	55	I'LL TAKE YOU HOME	Drifters, Atlantic 2201	6
30	20	15	22	LITTLE DEUCE COUPE	Beach Boys, Capitol 5009	9
★ 31	41	45	70	BLUE BAYOU	Roy Orbison, Monument 824	5
★ 32	54	66	99	MARIA ELENA	Los Indios Tabajaras, RCA Victor 8216	4
33	22	14	13	THE MONKEY TIME	Major Lance, Okeh 7175	14
34	36	47	56	TWO TICKETS TO PARADISE	Brook Benton, Mercury 72177	6
★ 35	58	86	—	IT'S ALL RIGHT	Impressions, ABC-Paramount 10487	3
★ 36	46	74	—	THE GRASS IS GREENER	Brenda Lee, Decca 31539	3
37	25	25	35	ONLY IN AMERICA	Jay & the Americans, United Artists 626	9
38	29	17	21	THE KIND OF BOY YOU CAN'T FORGET	Raindrops, Jubilee 5455	10
★ 39	50	70	—	YOU LOST THE SWEETEST BOY	Mary Wells, Motown 1048	3
40	24	26	32	WHAM	Lonnie Mack, Fraternity 913	8
41	30	21	15	PAINTED, TAINTED ROSE	Al Martino, Capitol 5000	12
42	48	59	75	A LOVE SO FINE	Chiffons, Laurie 3195	6
43	37	23	18	YOU CAN NEVER STOP ME LOVING YOU	Johnny Tillotson, Cadence 1437	10
44	42	42	45	MORE	Vic Dana, Dolton 81	10
★ 45	56	82	—	CROSSFIRE!	Orlons, Cameo 273	3
★ 46	59	81	—	SHE'S A FOOL	Lesley Gore, Mercury 72180	3
47	35	22	16	HEY GIRL	Freddie Scott, Colpix 692	12
48	40	43	44	BIRTHDAY PARTY	Pixies Three, Mercury 72130	9
★ 49	63	—	—	WORKOUT STEVIE, WORKOUT	Little Stevie Wonder, Tamla 54086	2
50	51	53	60	BETTY IN BERMUDAS	Dovells, Parkway 883	7
51	39	28	17	MOCKINGBIRD	Inez Foxx, Symbol 919	17
52	43	44	46	TREAT MY BABY GOOD	Bobby Darin, Capitol 5019	8
★ 53	65	73	82	RED SAILS IN THE SUNSET	Fats Domino, ABC-Paramount 10484	4
54	62	71	79	SEPTEMBER SONG	Jimmy Durante, Warner Bros. 5382	6
55	53	55	59	WHAT DOES A GIRL DO	Shirelles, Scepter 1259	6
★ 56	69	—	—	MISTY	Lloyd Price, Double L 722	2
57	61	80	92	CRY TO ME	Betty Harris, Jubilee 4536	4
58	60	67	78	I'M CONFESSIN'	Frank Ifield, Capitol 5032	6
59	66	—	—	MONKEY-SHINE	Bill Black & His Combo, Hi 2069	2
60	57	48	34	MORE	Kai Winding, Verve 10295	14
61	73	87	90	BABY GET IT (And Don't Quit It)	Jackie Wilson, Brunswick 55250	4
62	67	72	77	HE'S MINE	Alice Wonder Land, Bardell 774	5
63	74	—	—	TWO SIDES (To Every Story)	Etta James, Argo 5452	2
64	68	75	76	ELEPHANT WALK	Donald Jenkins & the Daylighters, Cortland 109	5
★ 65	89	—	—	I'M LEAVING IT UP TO YOU	Dale & Grace, Montel-Michele 921	2
66	78	83	91	DOWN THE AISLE	Patty LaBelle & the Blue Belles, Newtown 5777	5
67	70	76	81	ENAMORADO	Keith Colley, Unical 3006	5
★ 68	—	—	—	EVERYBODY	Tommy Roe, ABC-Paramount 10478	1
69	80	—	—	WALKING THE DOG	Rufus Thomas, Stax 140	2
70	79	—	—	FIRST DAY BACK AT SCHOOL	Paul & Paula, Philips 40142	2
★ 71	96	—	—	500 MILES AWAY FROM HOME	Bobby Bare, RCA Victor 8238	2
72	85	93	—	NIGHT LIFE	Rusty Draper, Monument 823	3
73	82	90	—	(Down at) PAPA JOE'S	Dixiebelles, Sound Stage 7 2507	3
74	87	99	—	POINT PANIC	Surfaris, Decca 31538	3
75	76	78	87	MY BABE	Righteous Brothers, Moonglow 223	6
76	72	84	88	CINDY'S GONNA CRY	Johnny Crawford, Del-Fi 4221	6
77	83	97	—	LITTLE EEEFIN ANNIE	Joe Perkins, Sound Stage 7 2511	3
78	81	91	—	BLUE GUITAR	Richard Chamberlain, MGM 13170	3
★ 79	94	—	—	NEW MEXICAN ROSE	4 Seasons, Vee Jay 562	2
80	91	96	—	SWEET IMPOSSIBLE YOU	Brenda Lee, Decca 31539	3
★ 81	—	—	—	SPEED BALL	Ray Stevens, Mercury 72189	1
82	84	89	—	STRANGE FEELING	Billy Stewart, Chess 1868	3
83	90	—	—	WILD!	Dee Dee Sharp, Cameo 274	2
84	86	94	—	JENNY BROWN	Smothers Brothers, Mercury 72182	3
85	95	—	—	TOYS IN THE ATTIC	Joe Sherman, World Artists 1008	2
★ 86	—	—	—	YOUR TEEN-AGE DREAMS	Johnny Mathis, Mercury 72184	1
87	75	77	80	TEENAGE CLEOPATRA	Tracey Dey, Liberty 55604	5
88	88	98	—	EVERYBODY GO HOME	Eydie Gorme, Columbia 42854	3
★ 89	—	—	—	BETTER TO GIVE THAN RECEIVE	Joe Hinton, Back Beat 539	1
★ 90	—	—	—	DETROIT CITY NO. 2	Ben Colder, MGM 13167	1
91	99	—	—	THAT'S THE WAY IT GOES	4 Seasons, Vee Jay 562	2
92	—	—	—	COME BACK	Johnny Mathis, Mercury 72184	1
93	—	—	—	CUANDO CALIENTA EL SOL	Steve Allen, Dot 16507	1
94	—	—	—	GOTTA TRAVEL ON	Timi Yuro, Liberty 55634	1
95	—	—	—	COWBOY BOOTS	Dave Dudley, Golden Ring 3030	1
96	—	—	—	SIGNED, SEALED AND DELIVERED	James Brown & the Famous Flames, King 5803	1
97	—	—	93	LONELY DRIFTER	O'Jays, Imperial 5976	2
98	—	—	—	TWO-TEN, SIX-EIGHTEEN	Jimmie Rodgers, Dot 16527	1
99	—	—	—	DON'T WAIT TOO LONG	Tony Bennett, Columbia 42886	1
100	—	—	—	HEY LONELY ONE	Baby Washington, Sue 794	1

HOT 100—A TO Z—(Publisher-Licensee)

Baby Get It (And Don't Quit It) (Merrimac, BMI) .. 61
Be My Baby (Mother Bertha-Trio, BMI) .. 2
Better to Give Than Receive (Dee, BMI) .. 89
Betty in Bermudas (Cameo-Parkway, BMI) .. 50
Birthday Party (Dandelion-Marjode, BMI) .. 48
Blue Bayou (Acuff-Rose, BMI) .. 31
Blue Guitar (U. S. Songs, ASCAP) .. 78
Blue Velvet (Vogue, BMI) .. 3
Bust Out (Lowery, BMI) .. 25
Busted (Pamper, BMI) .. 6
Cindy's Gonna Cry (Screen Gems-Columbia, BMI) .. 76
Come Back (Elm Drive, ASCAP) .. 92
Cowboy Boots (Four Star, BMI) .. 95
Crossfire! (Kalmann, ASCAP) .. 45
Cry Baby (Rittenhouse-Mellin, BMI) .. 4
Cry to Me (Mellin-Progressive, BMI) .. 57
Cuando Calienta El Sol (Peer Int'l, BMI) .. 93
Deep Purple (Robbins, ASCAP) .. 20
Detroit City No. 2 (Cedarwood, BMI) .. 90
Donna the Prima Donna (Bizel, ASCAP) .. 10
Don't Think Twice It's All Right (Witmark, ASCAP) .. 14
Don't Wait Too Long (Panther, ASCAP) .. 99
(Down at) Papa Joe's (Tameville, BMI) .. 73
Down the Aisle (Sixty-Six, BMI) .. 66
Elephant Walk (Colca, BMI) .. 64
Enamorado (Lemmer-Keewater, BMI) .. 67
Everybody (Low-Twi, BMI) .. 68
Everybody Go Home (Screen Gems-Columbia) .. 88
500 Miles Away From Home (Central Songs, BMI) .. 71
First Day Back at School (LeBill, BMI) .. 70
Fools Rush In (Bregman, Vocco & Conn, ASCAP) .. 26
Gotta Travel On (Sanga, BMI) .. 94
Grass Is Greener, The (Screen Gems-Columbia, BMI) .. 36
Heat Wave (Jobete, BMI) .. 9
Hello Heartache, Goodbye Love (Atrium, ASCAP) .. 28
He's Mine (Scharber, BMI) .. 62
Hey Girl (Screen Gems-Columbia, BMI) .. 47
Hey Lonely One (Saturn, BMI) .. 100
Honolulu Lulu (Screen Gems-Columbia, BMI) .. 11
I Can't Stay Mad at You (Screen Gems-Columbia, BMI) .. 18
I'm Confessin' (Bourne, ASCAP) .. 58
I'm Leaving It Up to You (Venice, BMI) .. 65
I'll Take You Home (Screen Gems-Columbia, BMI) .. 29
If I Had a Hammer (Ludlow, BMI) .. 27
It's All Right (Curtom, BMI) .. 35
Jenny Brown (Wolf-Mills, ASCAP) .. 84
Kind of Boy You Can't Forget, The (Trio, BMI) .. 38
Little Deuce Coupe (Sea of Tunes, BMI) .. 30
Little Eeefin Annie (Mimosa, BMI) .. 77
Lonely Drifter (Nidle, BMI) .. 97
Love So Fine, A (Jobete, BMI) .. 42
Maria Elena (Peer Int'l, BMI) .. 32
Martian Hop (Screen Gems-Columbia, BMI) .. 24
Mean Woman Blues (Gladys, BMI) .. 8
Mickey's Monkey (Jobete, BMI) .. 17
Misty (Vernon, BMI) .. 56
Mockingbird (Saturn, BMI) .. 51
Monkey-Shine (Jec, BMI) .. 59
Monkey Time (Curtom-Pailler, BMI) .. 33
More—Dana (Marks, BMI) .. 44
More—Winding (Marks, BMI) .. 60
My Babe (Maxwell, BMI) .. 75
My Boyfriend's Back (Blackwood, BMI) .. 7
New Mexican Rose (Claridge, ASCAP) .. 79
Night Life (Pamper, BMI) .. 72
Only in America (Screen Gems-Columbia, BMI) .. 37
Painted, Tainted Rose (Damian, ASCAP) .. 41
Part Time Love (Circle-Escort, BMI) .. 19
Point Panic (Champion, BMI) .. 74
Red Sails in the Sunset (Shapiro-Bernstein, ASCAP) .. 53
Sally, Go 'Round the Roses (Winlyn, BMI) .. 5
September Song (Henderson, ASCAP) .. 54
She's a Fool (Helios-MRC, BMI) .. 46
Signed, Sealed and Delivered (Lois, BMI) .. 96
Speed Ball (Lowery, BMI) .. 81
Strange Feeling (Arc, BMI) .. 82
Sugar Shack (Dundee, BMI) .. 1
Surfer Girl (Guild, BMI) .. 15
Sweet Impossible You (Champion, BMI) .. 80
Talk to Me (Jay & Cee, BMI) .. 21
Teenage Cleopatra (Saturday, ASCAP) .. 87
That Sunday, That Summer (Comet, ASCAP) .. 13
That's the Way It Goes (Claridge, ASCAP) .. 91
Then He Kissed Me (Mother Bertha-Trio, BMI) .. 16
Toys in the Attic (United Artists, ASCAP) .. 85
Treat My Baby Good (T. M., BMI) .. 52
Two Sides (To Every Story) (Chevis-Saloam, BMI) .. 63
Two-Ten, Six-Eighteen (Devon, BMI) .. 98
Two Tickets to Paradise (Bonday, BMI) .. 34
Walkin' Miracle, A (Planetary, ASCAP) .. 22
Walking the Dog (East, BMI) .. 69
Washington Square (Rayven, BMI) .. 23
Wham (Carlson-Edwood, BMI) .. 40
What Does a Girl Do (Damic, BMI) .. 55
Wild! (Kalmann, ASCAP) .. 83
Wonderful! Wonderful! (Marks, BMI) .. 12
Workout Stevie, Workout (Jobete, BMI) .. 49
You Can Never Stop Me Loving You (Ridge, BMI) .. 43
You Lost the Sweetest Boy (Jobete, BMI) .. 39
Your Teenage Dream (Elm Drive, ASCAP) .. 86

BUBBLING UNDER THE HOT 100

101. TALK BACK TREMBLING LIPS ... Ernest Ashworth, Hickory 1214
102. I WONDER WHAT SHE'S DOING TONIGHT ... Barry & the Tamerlanes, Valiant 6034
103. WALKING PROUD ... Steve Lawrence, Columbia 42865
104. TOYS IN THE ATTIC ... Jack Jones, Kapp 551
105. WHERE DID THE GOOD TIMES GO ... Dick & Deedee, Warner Bros. 5383
106. FIESTA ... Lawrence Welk, Dot 16526
107. YOUR OTHER LOVE ... Connie Francis, MGM 13176
108. PLEASE WRITE ... Tokens, Laurie 3180
109. EEFANANNY ... Ardells, Epic 9621
110. BLUE VELVET ... Lawrence Welk, Dot 16526
111. FADED LOVE ... Patsy Cline, Decca 31522
112. MICHAEL ... Steve Alaimo, Checker 1054
113. BROWN-EYED HANDSOME MAN ... Buddy Holly, Coral 62369
114. UNCHAINED MELODY ... Vito & the Salutations, Herald 583
115. WIVES AND LOVERS ... Jack Jones, Kapp 551
116. GUITARS, GUITARS, GUITARS ... Al Casey, Stacy 964
117. CAN I GET A WITNESS ... Marvin Gaye, Tamla 54087
118. A STORY UNTOLD ... Emotions, 20th Century-Fox 430
119. TOYS IN THE ATTIC ... Dennis Regor, Contempo 904
120. LET'S MAKE LOVE TONIGHT ... Bobby Rydell, Cameo 272
121. KICK OUT ... Safaris, Valiant 6036
122. A PERFECT PAIR ... Paul & Paula, Philips 40142
123. DOWN ON BENDING KNEES ... Johnny Copeland, Golden Eagle 101
124. IT COMES AND GOES ... Burl Ives, Decca 31543
125. NOT SO LONG AGO ... Marty Robbins, Columbia 42831
126. DEAR ABBY ... Hearts, Tuff [illegible]
127. THE GORILLA ... Ideals, Cortland 110
128. UNDERTOW ... Fabulous Continentals, CB 5000
129. MARY MARY ... Jimmy Reed, Vee Jay 552
130. HE'S THE ONE YOU LOVE ... Inez Foxx, Symbol 922
131. THE MATADOR ... Johnny Cash, Columbia 42880

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

Dot Records "The Nation's Hottest Label"

BEST SELLING SINGLES

#16487 SUGAR SHACK . . . . . . Jimmy Gilmer & The Fireballs

#16507 CUANDO CALIENTA EL SOL . . . . Steve Allen

#16530 WONDERFUL SUMMER. . . . . Robin Ward

#16527 TWO-TEN, SIX-EIGHTEEN . . . . Jimmie Rodgers

#16526 FIESTA / BLUE VELVET . . . . Lawrence Welk

#16525 MR. MOON / LOVE ME . . . . Pat Boone

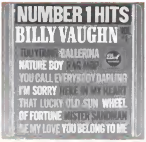
#16479 SURFER JOE / WIPE OUT. . . . . The Surfaris

#16522 RAG MOP / I'M SORRY . . . . Billy Vaughn

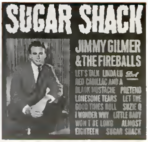
#16531 NEVERTHELESS (I'm In Love With You) /
I HEARD THE BLUEBIRDS SING. . . . Wink Martindale

NEW ALBUM RELEASES

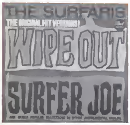
BILLY VAUGHN
NUMBER 1 HITS
DLP 3540



SUGAR SHACK
Jimmy Gilmer
& The Fireballs
DLP 3545



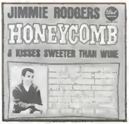
BEST SELLING LP'S



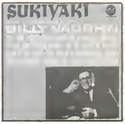
WIPE OUT • The Surfaris DLP 3535

SCARLETT O'HARA • Lawrence Welk DLP 3528

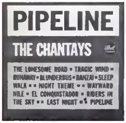
CUANDO CALIENTA EL SOL • MORE Steve Allen DLP 3538



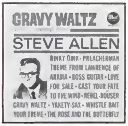
HONEYCOMB & KISSES SWEETER THAN WINE • Jimmie Rodgers DLP 3525



SUKIYAKI • Billy Vaughn DLP 3523



PIPELINE • The Chantays DLP 3516



GRAVY WALTZ • Steve Allen DLP 3515

1962's GREATEST HITS Billy Vaughn DLP 3497

1963's EARLY HITS • Lawrence Welk DLP 3510

PAT BOONE SINGS GUESS WHO Pat Boone DLP 3501

Billboard

For Week Ending October 12, 1963

TOP LP's

★ STAR performer—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	MY SON, THE NUT Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	9
2	3	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	7
3	5	TRINI LOPEZ AT PJ's Reprise R 6093 (M); R9-6093 (S)	13
4	2	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	25
5	4	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	77
6	7	THE JAMES BROWN SHOW King 826 (M); S 826 (S)	16
7	6	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	39
8	11	SHUT DOWN Various Artists, Capitol T 1918 (M); ST 1918 (S)	14
★ 9	12	ELVIS' GOLDEN RECORDS, VOL. 3 Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)	5
10	8	WEST SIDE STORY Sound Track, Columbia OL 5670 (M); OS 2070 (S)	103
★ 11	14	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	5
12	10	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	26
13	16	BLUE VELVET Bobby Vinton, Epic LN 24068 (M); BN 26068 (S)	10
14	13	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	10
15	17	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	8
16	9	SUNNY SIDE! Kingston Trio, Capitol T 1935 (M); ST 1935 (S)	9
★ 17	28	GOLDEN HITS OF THE 4 SEASONS Vee Jay LP 1065 (M); SR 1065 (S)	6
18	19	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	27
19	15	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	51
20	21	JOHNNY Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	8
21	26	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	67
22	29	SO MUCH IN LOVE Tymes, Parkway P 7032 (M); (no Stereo)	11
23	20	WIPE OUT Surfaris, Dot DLP 3535 (M); DLP 25535 (S)	10
24	24	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	24
25	31	LAWRENCE OF ARABIA Sound Track, Colpix CP 514 (M); SCP 514 (S)	33
26	27	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	12
27	25	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2077 (S)	85
28	22	THE FREEWHEELIN' BOB DYLAN Columbia CL 1986 (M); CS 8786 (S)	6
29	32	CHUCK BERRY ON STAGE Chess LP 1480 (M); (no Stereo)	8
★ 30	46	LET'S GO Ventures, Dolton BLP 2024 (M); BST 8024 (S)	7
31	39	MONDO CANE Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	13
32	33	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	28
33	34	SCARLETT O'HARA Lawrence Welk, Dot DLP 3528 (M); DLP 25528 (S)	10
34	23	HOW THE WEST WAS WON Sound Track, MGM 1E5 (M); 1SE5 (S)	26
35	18	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS Tamla 240 (M); (no Stereo)	14
36	41	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	284
37	43	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	28
38	38	SURF CITY & OTHER SWINGIN' CITIES Jan & Dean, Liberty LRP 3314 (M); LST 7314 (S)	10
39	42	THE BEST OF THE KINGSTON TRIO Capitol T 1705 (M); ST 1705 (S)	71
40	47	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	98
41	63	CALL ON ME Bobby Bland, Duke DLP 77 (M); (no Stereo)	14
42	30	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	75
43	50	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	56
44	45	FRANK FONTAINE SINGS LIKE CRAZY ABC-Paramount ABC 460 (M); ABCS 460 (S)	8
45	40	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	18
46	44	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008 (M); SXG 5008 (S)	17
47	52	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	15
48	58	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692 (M); LSP 2692 (S)	16
★ 49	54	IN DREAMS Roy Orbison, Monument MLP 8003 (M); SLP 18003 (S)	9
50	59	WEST SIDE STORY Original Cast, Columbia OL 5230 (M); OS 2001 (S)	157
51	64	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 (M); SR 60675 (S)	43
★ 52	69	SEPTEMBER SONG Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	4
53	61	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	78
54	49	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	17
55	56	THE LANGUAGE OF LOVE Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	6
56	37	OLDIES BUT GOODIES, VOL. V Various Artists, Original Sound 5007 (M); 8855 (S)	20
57	51	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017 (M); CS 8817 (S)	21
58	65	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008 (M); R9-1008 (S)	37
59	60	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 60611 (S)	14
60	53	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	142
61	71	I WANNA BE AROUND Tony Bennett, Columbia CL 2004 (M); CS 8804 (S)	28
62	70	NIGHT BEAT Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	5
63	48	ROY ORBISON'S GREATEST HITS Monument MLP 8004 (M); (no Stereo)	59
★ 64	76	PETER NERO IN PERSON RCA Victor LPM 2710 (M); LSP 2710 (S)	6
65	85	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691 (M); LSP 2691 (S)	15
66	73	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695 (M); LSP 2695 (S)	17
★ 67	108	SINATRA'S SINATRA Frank Sinatra, Reprise R 1010 (M); R9-1010 (S)	2
68	72	MY BOYFRIEND'S BACK Angels, Smash MGS 27039 (M); SRS 67039 (S)	3
69	116	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	26
70	35	THIS IS ALL I ASK Tony Bennett, Columbia CL 2054 (M); CS 8854 (S)	8
71	36	OLIVER Original Cast, RCA Victor LOCD 2004 (M); LSOD 2004 (S)	50
72	78	THE IMPRESSIONS ABC-Paramount ABC 450 (M); ABCS 450 (S)	7
73	75	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	199
74	84	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487 (M); WS 1487 (S)	39
75	57	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	17
76	79	SHIRELLES GREATEST HITS Scepter 507 (M); (no Stereo)	38
★ 77	95	THE BEST OF THE CHAD MITCHELL TRIO Kapp KL 1334 (M); KS 3334 (S)	3
78	55	I'LL CRY IF I WANT TO Lesley Gore, Mercury MG 20805 (M); SR 60805 (S)	14
79	93	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	50
80	107	STILL Bill Anderson, Decca DL 4427 (M); DL 74427 (S)	15
81	89	LITTLE TOWN FLIRT Del Shannon, Big Top 1308 (M); LPS 1308 (S)	17
82	87	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	36
83	90	HOOTENANNY WITH THE HIGHWAYMEN United Artists UAL 3294 (M); UAS 6294 (S)	6
84	92	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993 (M); CS 8793 (S)	25
85	81	TIME OUT Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	143
86	77	WHERE CAN YOU GO FOR A BROKEN HEART George Maharis, Epic LN 24064 (M); BN 26064 (S)	5
★ 87	113	FOURTEEN 14K FOLK SONGS Limeliters, RCA Victor LPM 2671 (M); LSP 2671 (S)	3
★ 88	101	IRMA LA DOUCE Sound Track, United Artists UAL 4109 (M); UAS 5109 (S)	5
★ 89	111	ABILENE George Hamilton IV, RCA Victor LPM 2778 (M); LSP 2778 (S)	2
90	103	KNOCKERS UP Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	153
91	96	BUDDY HOLLY STORY Coral CRL 57279 (M); (no Stereo)	144
★ 92	129	ODETTA SINGS FOLK SONGS RCA Victor LPM 2643 (M); LSP 2643 (S)	3
93	102	TEEN SCENE Chet Atkins, RCA Victor LPM 2719 (M); LSP 2719 (S)	4
94	83	SAY WONDERFUL THINGS Patti Page, Columbia CL 2049 (M); CS 8849 (S)	4
95	62	SEVEN STEPS TO HEAVEN Miles Davis, Columbia CL 2051 (M); CS 8851 (S)	5
96	100	PRISONER OF LOVE James Brown, King 851 (M); (No Stereo)	3
97	106	THIS TIME BY BASIE: HITS OF THE 50's AND 60's Count Basie, Reprise R 6070 (M); R9-6070 (S)	13
★ 98	126	THE LETTERMEN IN CONCERT Capitol T 1936 (M); ST 1936 (S)	7
99	68	BRITTEN: WAR REQUIEM Various Artists, London A 4255 (M); OSA 1255 (S)	6
100	67	MORE (Soul Surfin') Kai Winding, Verve V 8551 (M); V6-8551 (S)	10
101	99	THE SONGS I LOVE Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)	4
102	124	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061 (M); CLP 25061 (S)	40
103	66	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005 (M); MS 3004 (S)	11
104	91	HEAVENLY Johnny Mathis, Columbia CL 1351 (M); CS 8152 (S)	112
105	86	SURFIN' SAFARI Beach Boys, Capitol T 1808 (M); ST 1808 (S)	34
106	121	SURFING Ventures, Dolton BLP 2022 (M); BST 8022 (S)	24
107	105	JUST KIDDIN' AROUND Ray Conniff & Billy Butterfield, Columbia CL 2022 (M); CS 8822 (S)	5
★ 108	145	THE PATSY CLINE STORY Decca DXB 176 (M); DXSB 7176 (S)	7
109	120	TWANGIN' UP A STORM Duane Eddy, RCA Victor LPM 2700 (M); LSP 2700 (S)	2
110	104	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	4
111	98	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M), CS 8672 (S)	46
112	88	BYE BYE BIRDIE Original Cast, Columbia OL 5510 (M); OS 2025 (S)	53
113	125	THE MONKEY TIME Major Lance, Okeh OKM 12105 (M); OKS 14105 (S)	2
114	112	SURFIN' WITH THE ASTRONAUTS RCA Victor LPM 2760 (M); LSP 2760 (S)	11
115	119	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060 (M); CLP 25060 (S)	44
116	109	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W. 1475 (M); WS 1475 (S)	50
117	118	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001 (M); AMS 88001 (S)	47
★ 118	—	GOLDEN FOLK SONG HITS, VOL. II Johnny Mann Singers, Liberty LSP 3296 (M); LST 7296 (S)	1
119	82	HOBO FLATS Jimmy Smith, Verve V 8544 (M); V6-8544 (S)	22
120	131	1963's EARLY HITS Lawrence Welk, Dot DLP 3510 (M); DLP 25510 (S)	28
★ 121	—	FOR YOU Roger Williams, Kapp KL 1336 (M); KS 3336 (S)	1
★ 122	—	IN PERSON Chubby Checker, Parkway P 7026 (M); (no Stereo)	1
123	127	THE GREAT ESCAPE Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	4
★ 124	—	I AM THE GREATEST Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)	1
★ 125	—	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	1
126	136	SINCERELY YOURS Robert Goulet, Columbia CL 1931 (M); CS 8731 (S)	41
127	130	I GOT SOMETHING TO TELL YOU Moms Mabley, Chess LP 1479 (M); (no Stereo)	16
128	134	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	57
129	137	GREAT SCENES FROM GERSHWIN'S PORGY & BESS Leontyne Price & William Warfield, RCA Victor LM 2679 (M); LSC 2679 (S)	2
130	135	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604 (M); LSP 2604 (S)	35
★ 131	147	HERE COMES FATS DOMINO ABC-Paramount ABC 455 (M); ABCS 455 (S)	2
132	133	12 STRING GUITAR Various Artists, World Pacific WP 1812 (M); ST 1812 (S)	3
133	94	GLORIA, MARTY & STRINGS Gloria Lynne, Everest SD 3230 (M); SDBR 1230 (S)	4
★ 134	—	DANKE SCHOEN Wayne Newton, Capitol T 1973 (M); 1937 (S)	1
135	140	GREATEST AMERICAN WALTZES Connie Francis, MGM E 4145 (M), SE 4145 (S)	2
136	142	FLATT & SCRUGGS AT CARNEGIE HALL Lester Flatt & Earl Scruggs, Columbia CL 2045 (M); CS 8845 (S)	3
137	—	HATARI! Henry Mancini, RCA Victor LPM 2559 (M); LSP 2559 (S)	47
138	132	TELL HER YOU LOVE HER Frank Sinatra, Capitol T 1919 (M); DT 1919 (S)	3
139	141	THE MIRACLES ON STAGE Tamla 241 (M); (no Stereo)	2
★ 140	—	PAINTED, TAINTED ROSE Al Martino, Capitol T 1975 (M); ST 1975 (S)	1
141	149	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697 (M); LSP 2697 (S)	26
142	110	SOUTH RAMPART STREET PARADE Pete Fountain & His Mardi Gras Strutters, Coral CRL 57440 (M); CRL 757440 (S)	6
143	139	FOUR STRONG WINDS Ian & Sylvia, Vanguard VRS 9133 (M); VSD 2149	3
144	123	SEVERAL SHADES OF JADE Cal Tjader, Verve V 8507 (M); V6-8507 (S)	3
145	148	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419 (M); DL 74419 (S)	19
146	—	BIG FOLK HITS Brothers Four, Columbia CL 2033 (M); CS 8833 (S)	1
147	115	KINGSTON TRIO #16 Capitol T 1871 (M); ST 1871 (S)	29
148	146	BLOWIN' IN THE WIND Chad Mitchell Trio, Kapp KL 1318 (M); KS 3318 (S)	22
149	80	PUCCINI: TOSCA Various Artists, RCA Victor LM 7022 (M); LDS 7022 (S)	6
150	74	SHE LOVES ME Original Cast, MGM E 4118 (M); SE 4118 (S)	17

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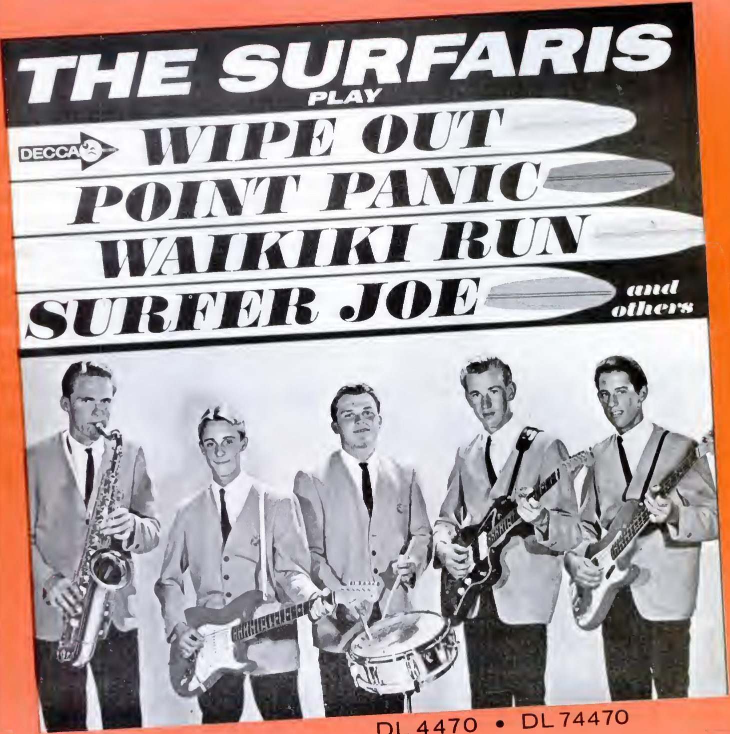

DL 4470 • DL 74470

• SINGLES REVIEWS

• Continued from page 16

☆☆☆☆

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, one-stops and rack jobbers handling that category.

POPULAR

FIVE ROYALES
★★★★ Baby Don't Do It (Bess, BMI) (2:45)—★★★★ There's Somebody Over There (Premiere, BMI) (2:10). TODD 1088

KENNY BALL
★★★★ Heartaches (Leeds, ASCAP) (2:09) — ★★★★ High Hopes (Maraville, ASCAP) (2:08). KAPP 554

THE DIALS
★★★★ Monkey Dance (Brent, BMI) (2:20)—★★★★ Monkey Walk (Brent, BMI) (2:38). TIME 1068

JIMMY SMITH
★★★★ When My Dreamboat Comes Home (Parts I & II) (Witmark, ASCAP) (3:00, 3:00). BLUE NOTE 1904

BOB BECKHAM
★★★★ My Heart Would Know (Fred Rose, BMI) (2:18)—★★★★ Grabbing at Rainbows (Northern, ASCAP) (2:34). DECCA 31547

BILLY HUTCH
★★★★ Eeefin-Nanny Stomp (Brenl, BMI) (2:15) — ★★★★ Eeefin-Nnnny Monkey (Brenl, BMI) (2:20). TIME 1067

BARBARA CHANDLER
★★★★ I Live lo Love You (Painted Desert, BMI) (2:06)—★★★★ Fool's Errand (Painted Desert, BMI) (2:17). KAPP 555

GINNY ARNELL
★★★★ Dumb Head (Peter Manrice, ASCAP) (2:12)—★★★★ How Mnny Times Cnn One Heart Break (Gallico, BMI) (2:20). MGM 13177

AMES BROTHERS
★★★★ Wnshington Square (Rayven, BMI) (2:38) — ★★★★ Knces Up's Mother Brown (Leeds, ASCAP) (2:83). EPIC 9630

JOANIE SOMMERS
★★★★ Big Muu (Daywin, BMI) (2:88) — ★★★★ Goodbye Snmmer (Sea-Lark, BMI) (3:26). WARNER BROS. 5390

LOU MONTE
★★★★ Hoolenanny Italian Sayle (Romance-Sal. Songs, BMI) (2:14)—★★★★ Who Stole My Provolone? (Romnnce-Sal, Songs, BMI) (2:20). REPRISE 20219

BUDDY GRECO
★★★★ The Mngic of a Girl (Boelsen, BMI) (2:36)—★★★★ Miss Kiss and Run (Blachwood, BMI) (2:23). EPIC 9627

JIMMY ELLEDGE
★★★★ There's Nothing There for Me (Northridge, ASCAP) (2:13) — ★★★★ I Had to Run Away (Painted Desert, BMI) (2:36). RCA VICTOR 8241

BOBBY PICKETT
★★★★ Simon the Sensible Surfer (Capizzi - Nedpick, BMI) (2:14)—★★★★ Simou Says: "So What" (Cnpizzi-Nedpick, BMI) (2:14). CAPITOL 5063

ROBERT GOULEY
★★★★ If You Gn (Pickwick, ASCAP) (2:25) — ★★★★ Uuder the Ynm Ynm Tree (Colgrems, ASCAP) (2:48). COLUMBIA 42885

JIMMY HELM
★★★★ You're Mlue, You (January, BMI) (2:09) — ★★★★ Susie's Gone (Picturetune, BMI) (2:17). SYMBOL 923

KENNY RANKIN
★★★★ Bnby Goodhye (Mubon, BMI) (2:08) — ★★★★ Soft Gnitar (Mnbon, BMI) (2:08). COLUMBIA 42881

GEORGIE SHAW
★★★★ Find u Little Hnppiness (Ampar - Tobl Ann, BMI) (2:16)—★★★★ I'm Only Thinklug of Your Hnppiness (Apt, ASCAP) (2:26). ARLEN 738

ANITA CARTER
★★★★ Rnnning Back (Crazy Cajon, BMI) (1:58) — ★★★ Brian (Screen Gems-Colnmbia, BMI) (2:22). MERCURY 72179.

THE DAVID ROCKINGHAM TRIO
★★★★ Duwn (Nen - How, BMI) (2:11) — ★★★ That's All (Travis, BMI) (2:03). JOSIE 913

SUSAN BARRETT
★★★★ Between Two Loves (Shapiro-Bernslein, ASCAP) (2:19)—★★★ Chien's Girl (Aldon, BMI) (2:18). PHILIPS 40147

BETTY EVERETT
★★★★ Chained to Your Love (Lamuja-Conrad, BMI) (2:35) — ★★★ You're No Good (Morris, ASCAP) (2:20). VEE JAY 566

THE TUXEDOS —
★★★★ The Bride-The Bride (Pera, BMI) (2:15) — ★★★ Mouhey Beal (Check, BMI) (1:57). ABC-PARAMOUNT 10495

ED AMES
★★★★ They Were You (Chappell, ASCAP) (2:55)—★★★ Before I Kiss the World Goodbye (Harms, ASCAP) (2:40). RCA YICTOR 8245

JOEY DEE AND THE STARLITERS
★★★★ Yn Yn (Fast, BMI) (2:25)—★★★ Fanny Mae (Fast-Olivia, BMI) (2:32). ROULETTE 4525

BERTHA COLBERT
★★★★ Rain in Lover's Lane (Leeds, ASCAP) (2:36) — ★★★ Teardrop Avenne (Vanglo, BMI) (2:40). COLUMBIA 42878

LORRY PETERS
★★★★ A Statue in a Window (Acuff-Rose, BMI) (2:12) — ★★★ What About Me (Acuff-Rose, BMI) (2:16). HICKORY 1228

GENE AND WENDELL
★★★★ Honey Chile (Hidle, BMI) (2:20) — ★★★ Your Sister or You (Leeds, ASCAP) (2:35). PHILIPS 40129

BRANDYWINE SINGERS
★★★★ Summer's Come and Gone (Montelare, BMI) (2:23)—★★★ The Brandy Stream (Joy, ASCAP) (2:50). JOY 281

ERROLL GARNER
★★★★ A New Kind of Love (Famous, ASCAP) (3:12) —★★★ Mimi (Famous, ASCAP) (3:15). MERCURY 72192

FRANK SINATRA, BING CROSBY, DEAN MARTIN
★★★★ The Oldest Established (Permanent Floating Crap Game in New York) (Frank, ASCAP) (2:31)—★★★ Fugue for Tinhorns (Frank, ASCAP) (1:30). REPRISE 20217

JERRY COLE
★★★★ Midnite Mary (Jimskip, BMI) (2:27)—★★★ Land of Dreams (American, BMI) (2:03). CAPITOL 5056

THE DYNAMICS
★★★★ Misery (Noma & Da-Bar, BMI) (2:19) — ★★★ I'm the Mnu

(Continued on page 24)

LN 24078/BN 26078 Stereo

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TODAY'S TOP TUNES

HONOR ROLL OF HITS

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard's weekly nationwide surveys.

FOR WEEK ENDING OCTOBER 12

This Week	Last Week	Tune / Composer-Publisher	Weeks on Chart
1	1	BLUE VELVET — By Wayne-Morris—Published by Vogue (BMI)	7
2	3	BE MY BABY — By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	5
3	7	SUGAR SHACK — By McCormick-Voss—Published by Dundee (BMI)	3
4	5	CRY BABY — By Russell-Meade—Published by Rittenhouse-Mellin (BMI)	5
5	2	SALLY, GO 'ROUND THE ROSES — By Sanders-Stevens—Published by Winlyn (BMI)	5
6	4	MY BOYFRIEND'S BACK — By Feldman-Goldstein-Gottehrer—Published by Blackwood (BMI)	10
7	11	BUSTED — By Howard—Published by Pamper (BMI)	4
8	6	HEAT WAVE — By Holland-Dozier-Holland—Published by Jobete (BMI)	8
9	8	THEN HE KISSED ME — By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	7
10	16	MEAN WOMAN BLUES — By DeMetriue—Published by Gladye (ASCAP)	2
11	20	DONNA THE PRIMA DONNA — By DiMuci-Maresca—Published by Disal (ASCAP)	2
12	9	WONDERFUL! WONDERFUL! — By Raleigh-Edwards—Published by Marks (BMI)	6
13	15	HONOLULU LULU — By Berry-Christian-Spunky—Published by Screen Gems-Columbia (BMI)	4
14	12	SURFER GIRL — By Wilson—Published by Guild (BMI)	9
15	10	MICKEY'S MONKEY — By Holland-Dozier—Published by Jobete (BMI)	6
16	28	THAT SUNDAY, THAT SUMMER — By Weiss-Sherman—Published by Comet (ASCAP)	2
17	26	DON'T THINK TWICE IT'S ALL RIGHT — By Dylan—Published by Witmark (ASCAP)	2
18	13	A WALKIN' MIRACLE — By Hugo-Luigi-Weiss-Levy—Published by Planetary (ASCAP)	5
19	23	I CAN'T STAY MAD AT YOU — By King-Goffin—Published by Screen Gems-Columbia (BMI)	3
20	22	PART TIME LOVE — By Hammond—Published by Circeo-Escort (BMI)	4
21	—	DEEP PURPLE — By Parrish-Rose—Published by Robbins (ASCAP)	1
22	24	TALK TO ME — By Seneca—Published by Jay & Cee (BMI)	2
23	18	MARTIAN HOP — By Spirt-Lawrence-Reppaport—Published by Screen Gems-Columbia (BMI)	6
24	14	IF I HAD A HAMMER — By Heys-Seeger—Published by Ludlow (BMI)	10
25	—	WASHINGTON SQUARE — By Goldstein—Published by Rayven (BMI)	1
26	19	LITTLE DEUCE COUPE — By Wilson-Christian—Published by Sea of Tunes (BMI)	5
27	29	BUST OUT — By Mack—Published by Carlson-Edwood (BMI)	3
28	—	FOOLS RUSH IN — By Bloom-Mercer—Published by Bregman, Vocco & Conn (ASCAP)	1
29	—	I'LL TAKE YOU HOME — By Weil-Mann—Published by Screen Gems-Columbia (BMI)	1
30	—	HELLO HEARTACHE, GOODBYE LOVE — By Hugo-Luigi-Weiss—Published by Atrium (ASCAP)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. BLUE YELVET—Bobby Yintan, Epic 9614; Lawrence Welk, Dot 16526.
2. BE MY BABY—Ronettes, Philles 116.
3. SUGAR SHACK—Jimmy Gilmer & the Fireballs, Dot 16487.
4. CRY BABY—Garnet, Mimms & the Enchanters, United Artists 629.
5. SALLY, GO 'ROUND THE ROSES—Jaynetts, Tuff 369.
6. MY BOYFRIEND'S BACK — Angels, Smash 1834.
7. BUSTED—Ray Charles, ABC-Paramount 10481.
8. HEAT WAYE—Martha & Yandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
9. THEN HE KISSED ME—Crystals, Philles 115.
10. MEAN WOMAN BLUES—Roy Orbison, Monument 824.
11. DONNA THE PRIMA DONNA —Dion DiMuci, Columbia 42852.
12. WONDERFUL! WONDERFUL! —Johnny Mathis, Columbia 33048; Tymee, Parkway 884.
13. HONOLULU LULU — Jan & Dean, Liberty 55613.
14. SURFER GIRL — Beach Boys, Capitol 5009.
15. MICKEY'S MONKEY — Miracles, Tamla 54083.
16. THAT SUNDAY, THAT SUMMER—Nat King Cole, Capitol 5027.
17. DON'T THINK TWICE IT'S ALL RIGHT—Bob Dylan, Columbia 42856; New World Singers, Atlantic 2190; Peter, Paul & Mary, Warner Bros. 5385.
18. A WALKIN' MIRACLE—Essex, Roulette 4515.
19. I CAN'T STAY MAD AT YOU —Skeeter Davis, RCA Victor 8219.
20. PART TIME LOVE — Little Johnny Taylor, Galaxy 722.
21. DEEP PURPLE—Nino Tempo & April Stevens, Atco 6273.
22. TALK TO ME—Sunny and the Sunglows, Tear Drop 3014.
23. MARTIAN HOP — Ran-Dells, Chairman 4403.
24. IF I HAD A HAMMER—Trini Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202; Ernie Adano, Assault 1842.
25. WASHINGTON SQUARE — Yillage Stompers, Epic 9617.
26. LITTLE DEUCE COUPE — Beach Boys, Capitol 5009.
27. BUST OUT—Busters, Arlen 735.
28. FOOLS RUSH IN—Rick Nelson, Decca 31533.
29. I'LL TAKE YOU HOME—Drifters, Atlantic 2201.
30. HELLO HEARTACHE, GOODBYE LOYE—Little Peggy March, RCA Victor 8221.

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• SINGLES REVIEWS

• Continued from page 22

(Noma & Da-Bar, BMI) (2:30). BIG TOP 3161

GINO
★★★★ It's Only a Paper Moon (Ross Jungickel-Harms, ASCAP) (2:12) —★★★ Home Sweet Home (Leandre-CFG, BMI) (2:41). GOLDEN CREST 581

DEAN & MARK
★★★★ With Tears in My Eyes (Acuff-Rose, BMI) (2:08) —★★★ Kissin' Games (Acuff-Rose, BMI) (2:16). HICKORY 1227

JANIE PENSE
★★★★ Big You, Little Me (Happen, BMI) (2:15)—★★★ What's the Use (Happen, BMI) (2:00). ABC-PARAMOUNT 10490

FREDDIE AND THE DREAMERS
★★★★ I'm Telling You Now (Miller, ASCAP) (2:05)—★★★ What Have I Done To You? (Essex, ASCAP) (2:06). CAPITOL 5053

THE CHIPMUNKS
★★★★ Eefin' Alvin (Monarch, ASCAP) (2:02)—★★ Flip Side (Monarch, ASCAP) (1:30). LIBERTY 55632

TEOLA GILLORY
★★★★ The Elevation (Dixilanna, BMI) (2:18)—★★ He's Good Enough for Me (Hall-Clement, BMI) (2:05). HALL 1916

JOE MOORE
★★★★ I Know You Like a Book (Elevator, BMI) (2:19)—★★ I Must Be in Love (Little Bunker, BMI) (2:18). CB 5004

COUNTRY

JERRY REED
★★★★ Love Don't Grow on Trees (Lowery, BMI) (2:07) — ★★★★ Mountain Man (Lowery, BMI) (2:28). COLUMBIA 42863

JAZZ

STANLEY TURRENTINE
★★★★ We'll See Yaw'll After While, Ya Heah, (Parts 1 & 2) (Jana, BMI) (3:40 & 3:35). BLUE NOTE 1848

SPIRITUAL

EMMA TUCKER
★★★★ I Don't Have to Worry (Excellorec, BMI) (2:26) — ★★★★ Something to Tell Jesus (Excellorec, BMI) (2:15) NASHBORO 793

GOSPEL SONG BIRDS
★★★★ Here's My Testimony (Excellorec, BMI)—★★★ Just a Closer Walk With Thee (Excellorec, BMI) (2:27). NASHBORO 791

SWANEE QUINTET
★★★★ I'm a Pilgrim (Excellorec, BMI) (2:14) — ★★★ Life's Ocean (Excellorec, BMI) (2:25). NASHBORO 790

LATIN AMERICAN

ORQUESTA BROADWAY
★★★★ Mi Dengue (Peers, BMI)—★★★ Natalia (Peers, BMI). GEMA 1430

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b/w
"CHAINED TO YOUR LOVE"
by
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CAL/CAS 660(e)

MARIO LANZA
CAL/CAS 777(e)

EDDIE FISHER
CAL/CAS 789(e)

HANK SNOW
CAL 782

LIVING STRINGS
CAL/CAS 783

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The Robert Shaw Chorale...Joy to the World CAL 448

Organ and Chimes...Organ and Chimes Play Christmas Carols CAL/CAS 726

The Three Sons...The Sound of Christmas CAL 633

Hugo Winterhalter and Orchestra...Christmas Magic CAL 449

D. Savino and Orchestra...Hi-Fi Christmas Party CAL/CAS 392

The Augustana Choir...Christmas Music CAL/CAS 636

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BLUE BASH—Kenny Burrell & Jimmy Smith play the greatest new sounds! V/V6-8553

ANY NUMBER CAN WIN—Jimmy Smith's great follow-up to **Hobo Flats!** V/V6-8552

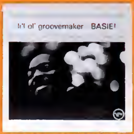
ANTONIO CARLOS JOBIM PLAYS—Latin lovelies now hitting the charts! V/V6-8547

SEVERAL SHADES OF JADE—Exotic Eastern jazz by Cal Tjader's group! V/V6-8507

THE JAZZ HEARD 'ROUND THE WORLD IS ON

VERVE HIGH FIDELITY

NIGHT TRAIN—Driving riff jazz by Oscar Peterson and his great trio! V/V6-8538



LI'L OL' GROOVEMAKER—Count Basie's band swinging like never before! V/V6-8549

VERVE RECORDS IS A DIVISION OF METRO-GOLDWYN-MAYER, INC.

—Photo by Joe Alper

It's All Up to the Jazz Trade

There is much optimism in jazz record circles these days and even more trepidation. The optimism is based on growing acceptance of jazz product in pop circles; the trepidation on dwindling sales of what used to be called the jazz market.

This paradox puts the jazz producer in a new position. No longer can he make records for the tight, super-hip fraternity of buyers alone. He must now consider a widening audience that includes post-teen-age collegians, status-conscious suburbanites who are good music oriented and rhythm and blues devotees who like the funky sound of down-home modern jazz.

No longer can the jazz producer throw from three to eight musicians in a studio, turn on the tapes and let the choruses fall where they may. More than ever the jazz a.&r. man must think in general show business terms: shorter tracks, exciting and melodic material, strong rhythmic effects and well-programmed LP's that showcase the artist in a variety of forms.

The individual jazz artist must also think in these terms; 35 monotonous choruses of "I've Got Rhythm" no longer fill the bill.

At least part of the key is to be found in individual invention. Carbon copies of Ahmad Jamal, Jonah Jones, Dave Brubeck and the like will most likely be no more successful than carbon copies of Tony Bennett, Dion or the 4 Seasons. When in doubt the public will most always go for the original unless something unusual happens in terms of material or presentation.

Jazz is at the crossroads. The pop music audience has demonstrated that it will accept jazz on its own terms. It is now up to the jazz industry, its a.&r. men and its musicians to capitalize on that acceptance.

Composers Can Supply The Big New Pop Hits

NEW YORK — Pop record companies digging for bright new hits might look into the vaults of the mass of instrumental music written and recorded by jazz performers.

Publishing companies affiliated with independent jazz labels and owned outright by jazz artists are loaded with strong material that has the swing and the melodic simplicity the public seems more inclined to buy.

A few recent examples in the last year are Herbie Hancock with "Watermelon Man," "Jive Samba," Cannonball Adderley and his brother, Nat, Jimmy Smith with "Hobo Flats," Vince Guaraldi "Cast Your Fate to the Winds," and bassist Ray Brown, who wrote "Gravy Waltz."

The Adderley Sextet's book is filled with prime material, much of it contributed by Nat Adderley and a former member of the group, Bobby Timmons. Nat is responsible for "Work Song," which has fast become something of a standard with a multitude of pop-type performers (lyrics written by Jon Hendricks) and Bobby Timmons has "Dis Here" and a flock of others to his credit.

Sonny Rollins, Oliver Nelson and Miles Davis have written some fine tunes that could easily be geared to the pop market, and Horace Silver is an outstanding example of the jazz writers craft with a flock of titles that could be transposed into the pop idiom. The Jazz Crusaders, on the West Coast, also seem to have an ear tuned to the pop market when one or more of the members of that group sit down to write. Still another is Les McCann.

Jazz Foothold In Hungary

By PAUL GYONGY

BUDAPEST — Until 1962, jazz, as some kind of "forbidden fruit, was somehow the stepchild of the Hungarian pop music business. Through the activity of the young musicologist Andras Pernye the Young Communists Association started to sponsor lectures about jazz and jazz sessions.

The popularity of jazz has also been widespread by the TV talent programs. A few amateur jazz combos have been seen and heard which have been happily acclaimed by youngsters.

Jazz is also presented weekly on the Hungarian radio's "Light Music Newsreel," where it gets a 25-minute spot in the form of a short lecture illustrated with recordings of the finest American jazz artists.

The State-owned Qualiton label made a very few recordings

(Continued on page 31)

See Disk Chefs Mixing Folk, Rock & Roll Into Jazz Stew

By ELIOT TIEGEL

HOLLYWOOD—Which way is jazz going?

To composer-arranger-leader Gerald Wilson it's heading toward more advanced forms of composition.

To Dick Bock, head of World Pacific Records, it's heading toward a fusion with folk material.

To John Hammond, Columbia's jazz buff extraordinaire, its salvation lies in the rock and roll ranks.

Within each answer may be found an underlying commercialism, which could force an even greater number of jazz LP's onto the pop charts while starting a whole new jazz revolution.

Mixes Folk & Jazz

With folk music currently enjoying its greatest popularity, Bock believes jazzophiles are just awakening to an affinity which the two musical forms possess.

"Both forms of music stem basically from the blues," Bock says, "and both jazz and folk are not sophisticated musics." Bock further points out that "people want to be told a story, but jazz, for the most part, is not a vocal music while folk is."

The West Coast recording executive explains that folk music tells the story of people and by using folk material as the basis for jazz improvisations, the jazz artist is able to capture the ear and the sympathy of the folk fan. "The union of folk music into the jazz field will ring familiar to many people." Bock points to recent LP's by Ramsey Lewis and Harold Land-Carmel Jones as first steps toward this union of folk and jazz.

Need Something Else

By the same token, Bock feels that in an overproduced market, "it doesn't pay to simply put out a good blowing album by a good artist unless it has some unique quality going for it." Bock feels that the groups which sell best are those which stay and play together. "If a leader cannot hold a group together for any length of time, record firms find it hard to get them going."

Breaking out, so to speak, is also the concern of John Hammond, whose long experience in the jazz field is well known to aficionados. "I feel the real excitement yet to come in jazz will come from people graduating from the rock and roll ranks." Hammond revealed be had come from New York to the recent Monterey Jazz Festival expressly to look for something new. "Everything I heard at Monterey I've heard before," he said with marked disappointment. There are some powerful musicians playing rock and roll and I believe that jazz will get a new kick when these guys move up to the challenges of playing jazz."

Counts on Present

While Hammond may be thinking about the future, Gerald Wilson is concerned with the present. He says be doesn't believe jazz can become a commercial commodity. "People want the best of everything and they won't accept a commercial version," he reports. Wilson backs up his assumption by noting that the "public's ears are learning to accept advanced harmonic voicings.

"We're playing things today that years ago I couldn't give away," he says affirmatively. "We get more requests for our theme song, 'Blues for Yna Yna' than any other tune and that's a very advanced piece of writing." As far as Wilson is concerned, the main emphasis is on creativity, with no set patterns to hold back the composer.

Hot Singles Take On New Aspect in Jazz

By JACK MAHER

NEW YORK—There are a number of independent jazz labels in the business today who look on singles as a vital part of their business. They attribute their success in the pop market to the power and the acceptance of singles.

A growing number of a.&r. men are devoting as much care to the making of jazz singles as they do albums, realizing that singles are the key to breaking new artists in the pop market.

One of the most definite members of the fraternity on this subject is Creed Taylor. Taylor, the Verve a.&r. chief, feels that the key to the high-pressure record business today is the singles market, not only for the sales of singles disks in themselves, but as much to create excitement and air play for the album that has to follow hard on the heels of the single.

Makes 'Em Special

Taking a track of an LP and issuing it in singles form (either shortened or intact) is not enough he feels. Material and presentation enters into the act. This, according to the Verve a.&r. executive, is the prime way to get a jazz artist across the pop public. He has done this with Stan Getz, Kai Winding, Bill Evans, Lalo Shifirin, Cal Tjader and will shortly do it with Johnny Hodges. The Hodges tour de force is a case in point, for in the forthcoming single, and following LP, the alto sax star will be presented playing a number of pop-oriented tunes.

BILL EVANS

His solos have been recorded in the reverb multi-track technique so often used with singers in the pop market.

An a.&r. man who believes in singles for the jazzman is Riverside's Orrin Keepnews who has struck gold on the pop market with Cannonball Adderley, Charlie Byrd and Mongo Santamaria. In each case strong singles have sent albums soaring and have established these names in a market where they previously were unknown.

Keepnews made the Santamaria single "Watermelon Man" as a separate entity, and then after it became a hit on the Battle label, filled a pop LP in around it. He has high hopes in the future for guitarist Wes Montgomery who has an album with strings in the works, Junior Mance, pianist, and singer Mark Murpby, whose single of "Fly Me to the Moon" sold big in Chicago but did not break nationally.

Cameo Sets Clark

More than passingly interested in singles as the launching pad for new artists is Elliot Mazer who had good results with first efforts at Cameo-Parkway with Clark Terry. Dave Edelman for the same label is equally convinced of singles importance. He has been instrumental in recording the Maynard Ferguson band in pop things like the "Cleopatra" theme.

Atlantic's Nesuhi Ertegun has recorded any number of singles specifically for the market with the Modern Jazz Quartet and other artists.

Prestige, Blue Note and World Pacific keep a steady stream of singles coming mostly for the jazz disk jockey and juke box trade, but keep a separate file on their artists who have gotten pop exposure and release more singles by these artists than by others in the catalog.

Fantasy Records, following on the success of Vince Guaraldi's "Cast Your Fate to the Wind," has spotted their singles with pop mostly in mind. The label's Galaxy subsid is devoted to r.&b. however and scored with Johnny Taylor.

JAZZMEN

Arrangers Pop Up All Over

By JACK MAHER

NEW YORK — Arrangers whoc ut their musical eyeteeth in jazz can be found in just about every segment of the pop music business today. Men who worked almost exclusively in with big or small bands, playing and writing the charts they played, now work in every facet of the pop music world from Nashville to Broadway, in TV and as a.&r. men.

At least part of the wider acceptance of jazz today is due to the myriad of men who have brought their writing talents to the over-all music marketplace. With them, as part of their over-all technical ability, they bring the life and the vitality of jazz.

The New Breed

An outstanding example of this new breed of pop record man is Marion Evans whose fertile imagination tempered in the big and small band world of jazz brought new excitement to Eydie Gorme and Steve Lawrence and other artists on Columbia when he took over arranging and producing chores with the label.

West Coast pianist Johnny Williams has done a fistful of scores for TV and films. On the same coast Marty Paich has done a variety of pop dates for Reprise and other labels, and John Mandel has been most active.

Ralph Burns, whose writing for the Woody Herman orchestra a decade and more ago is still looked upon as classic stuff, has been most successful on Broadway. He orchestrated the Richard Rodgers score for "No Strings" and he has recently gone to London to arrange and orchestrate the same composer's score for a revival of "The Boys From Syracuse," due to open there shortly.

Powerhouse Jones

Quincy Jones, onetime trumpeter and arranger for Diz Gillespie, is a triple-threat man at Mercury. Jones the artist has had a number of big records, one of them a big band bossa nova set. As a.&r. producer and arranger, Jones has worked with a myriad of artists, among them some of the label's biggest, Brook Benton, Dinah Washington.

Oliver Nelson, who was an arranger for Louie Belson's big band, and is a tenor sax soloist in his own right, has had much success. Nelson's charts were the prime driver on two Jimmy Smith Verve hits, "Walk on the Wild Side" and "Hobo Flats."

An outstanding example of jazz arranger gone pop is Klaus Ogerman, who has worked overseas in Germany for some time charting the success of the Kurt Edelhagen big band and numerous other outfits. He has been most successful here in the last year penning any number of hit arrangements, the latest being "More" by Kai Winding on Verve, and the current Connie Francis single hit on MGM.

A Buck Melts Even A Jazzman's Heart

NEW YORK—There's a new, warming climate among jazz musicians these days; a change of temperature that has nothing whatsoever to do with heat of playing. Rather, it has to do with the rarified atmosphere of personal opinion.

A.&r. men who make their butter and beans in the day-to-day pursuit of jazz recordings have found that more and more of the artists who once frowned on the word "commercialism" are now more than willing to

(Continued on page 32)

THE JAZZ CRUSADERS

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PJ-27/Freedom Sound

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PJ-76/HEAT WAVE

JAZZ

Puerto Ricans Bring It Home

By ANTONIO CONTRARAS

Until the last few years jazz records were one of the slowest selling segments of the record picture in Puerto Rico. Three basic motives are behind the upsurge in sales: young Puerto Ricans back from Stateside colleges bring back knowledge and desire for jazz; the influx of continental Europeans to Puerto Rico (white collar workers and executives) who work or manage many of our new factories, hotels, etc. and many Puerto Rican-born musicians who were on the mainland for years playing with the big bands as sidemen have now returned home. Humberto Morales (drums), Fernando Arbelo (trombone) and Juan Tizol (trombone) are just a few.

There are three or four groups

(Continued on page 32)

Jazz Jocks Dig Pop Push But Wary of Trend Slavery

By BILL COSS

NEW YORK — How much pop jazz can a jazz show take? Are you concerned that so many labels seem to be concentrating on a popular approach to jazz? The Billboard asked some representative New York jazz jockeys those questions after learning that Cal Tjader's "Shades of Jade" album was receiving heavy play on pop as well as jazz shows.

The queried jockeys had all featured the album (they even (Continued on page 31)

Pop Jockeys Find It Easier To Make Swing the Thing

By BILL COSS

NEW YORK — How much jazz can a pop show take, and how do you decide what records to program? Billboard asked those and related questions of several leading pop jockeys in New York last week and heard a surprisingly similar set of answers.

With only one exception, the jockeys agreed they had more freedom in programming than ever before because the audience has become so much more sophisticated. As a consequence, there's much more jazz played on basically non-jazz shows: there's more variety in general.

NBC's Jim Lowe says, "There is much more acceptance for jazz than ever before, but what we really have is a conglomeration of music. Nowadays, who knows what is jazz, folk, pop or whatever? The lines overlap so much."

"There are two main reasons for the change," suggests WMCA's B. Mitchell Reed, who was a jazz disk jockey sometime back. "People have become more sophisticated in their listening tastes is the first reason, and the evolution of recording sound is the second. It helped to cause the first."

Lowe agrees with that: "The over-all quality of the sound has made a tremendous difference. The performance quality has got to be good. After all, some 100 producers make all the records—jazz, pop, folk, rock—and sound has made all the records more acceptable."

It's the Sound Man

The word sound figured prominently in all the answers, but on closer questioning it appears to translate as something more than pure matter of fidelity. It begins with that, ranges through quality of performance and, apparently ends in some sort of mystique that dictates, "I know what my listeners want," or admits, "I don't know why I like it, but I do."

WNEW's Wally King chooses his jazz sides, "About the same way you would pick an up-tempo pop side—by the sound. Normally, though, there has to be a strong identification. Normally, you'd be wise to choose a jazz name known to the audience, or at least a standard tune, if the jazz artist isn't generally known. Most of the choices are made on that basis. Still, every now and then, something like 'Desifinado' appears and makes it strictly on the basis of sound."

Ted Brown, also of WNEW, says he programs by his "personal taste." On the afternoon he was interviewed he began his program with Oscar Peterson's "C Jam Blues." "That's personal taste," he pointed out. "Dorothy Donegan is another favorite of mine. I most often play my favorites. I know a lot more jazz is being played today, and the audience is getting used to it. I think one of the reasons is because the audience is more sophisticated, and two of the reasons for that are the hip commercials on radio and the excellent television backgrounds, both of them using a lot of jazz. I play about three jazz records per show, just kind of slip them in, and there are no complaints."

Jazzmen as Sidemen

Wally King believes that another factor enters in. "So many pop records," he says, "now feature excellent jazz sidemen. So it's natural enough that the audience has to become more sophisticated. It's even more natural that there is gradually becoming a conglomeration of music, including pop, western, good rock and roll, jazz and gospel."

Reed agreed on the subject of more sophisticated rock. (Continued on page 31)

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PJ-63/The Shampoo
PJ-2/The Truth
PJ-16/McCann In San Francisco
PJ-69/The Gospel Truth
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LES McCANN

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Aussies Dig That Trad, Dad

By GEORGE HILDER

SYDNEY — There are bopes for a good future in Australia for jazz, but so far progress is slow. The Australian market for jazz records is a small one to begin with, and only famous overseas artists like Dave Brubeck, Miles Davis and George Shearing show much promise saleswise. The local industry has produced a few jazz LP's, but the bulk of sales has been achieved by artists like Graeme Bell and Ray Price, the former specially leaning heavily on trad.

Other leading Australian jazz artists on records include Bryce Rohde and Don Burrows. Rhode is undoubtedly Australia's leading composer as far as jazz is concerned. This music, although derived from the Lydian concept developed by Russell, is very Australian flavored and especially his last LP for local CBS, "Corners," which was greatly acclaimed by reviewers and critics all over the country as being a milestone in the development of modern Australian jazz.

However, it is interesting to note that greater sales were achieved on his earlier CBS LP entitled, "In Concert," on which he mostly performed old standards. Other Australian jazz LP's that have done well are Graeme Bell, "Trad Jazz"; Ray Price, "One Day I Met an African"; Don Burrows, "Jazz for Beachniks," and Bryce Rohde's "Straight Ahead."

It is believed that sale of local jazz albums in Australia will improve. The interest for local jazz is increasing and the local recording companies, CBS in particular, are beginning to go out of their way and spend some money to further the interest for Australian jazz among the public. Clubs are beginning to spring up all over Sydney and Melbourne and although most of the leading talent is working in Sydney, Melbourne bas a greater number of jazz clubs. At the present moment, the main complaint from the local jazz musician is that he cannot make a living from playing the music he likes.

Polish Govt. & Cultural Groups Keep Beat Swingin'

By ROMAN WASCHKO

WARSAW — In Poland, there's little money in jazz. If it weren't for financial aid from local authorities and cultural organizations there wouldn't be much in the way of jazz in this country at all. Philharmonic halls—particularly the National in Warsaw—give regular live and recorded jazz concerts, there are plenty of jazz clubs, especially in student centers, and the Polish Radio gives quite a lot of time to jazz on the air. They even give jazz programs announced in English and German.

Each year, in October, the National Philharmonic, the Polish Jazz Federation, Jazz Monthly and the Students Association get together to organize the International Jazz Jamboree in Warsaw. The whole thing is recorded on the spot and a whole series of disks is later put out.

This year's set of recordings is a hot favorite with local jazz fans because it features not only the top Polish groups, but all the visiting jazzmen. For instance, American trumpeter Don Ellis, who appeared at the Jamboree last year, plays on the set. All recordings are issued on Muza label.

First Soviet Disks

The Muza firm was the first to issue disks cut by Soviet jazzman Vadim Sakun and his Sextet in this country. Sakun is the man Don Ellis praised so highly in a recent issue of the periodical Down Beat when writing about bis stay in Warsaw.

Another American jazzman whose disks are continuously popular in Poland is clarinetist Albert Nicholas. He appeared at the Warsaw Jamboree back in 1957. Stan Getz has also made recordings in Poland.

Long-play jazz recordings are rather rare here; the majority of the disks put out by Polish firms are extended play. The three top Polish jazzmen, as far as buyers are concerned, are Andrzej Trzaskowski, Ptaszyn Wroblewski and Andrzej Kurylewicz.

Poland's trad group — the New Orleans Stompers—and another somewhat more commercialized trad group, the Zygmunt Wichary Band, are also very popular.

Up to quite recently, the disks which Voice of America commentator Willis Conover made in Poland when he was here looking for groups for his famous radio program were selling very well.

Rock Cuts In

Snce local teen-agers got interested in rock and roll and the other pop trends this sort of music has become the top seller disk-wise; pop vocalists send the sales rocketing and jazz sales drop. Polskie Nagrania—the leading recording firm in this country—puts out less and less jazz.

On the other hand, jazz gets to be featured more and more as background theme music for films. Quite a few jazzmen work exclusively for films of all types —features, experimental, cartoon and puppet films. Polish movies have gained quite a world-wide reputation, and part of that reputation is due to the jazz which is so often featured in them.

Top Polish jazzmen who work in the film industry are Andrzej Trzaskowski, Krzysztof Komeda and Jerzy Matuszkiewicz. Several jazz films have also been made in this country. Quite a few foreign film directors have commissioned Polish jazzmen to write music for their films.

Polish jazz always manages to create quite a stir whenever local jazzmen appear at international festivals or go off on tours abroad — giving concerts and making TV appearances, etc. The Trzaskowski Quintet appeared at the Newport Jazz Festval and in Washington in 1962.

(Continued on page 31)

CONTRACT TIME: Atlantic Records Vice-President Nesuhi Ertegun watches as Herbie Mann puts his signature to a new pact. Label executives tore up Mann's previous contract, although it had another year to run, to replace it with a longer-term bond.

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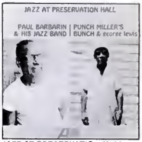

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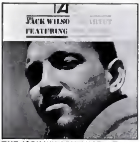

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Jazz Jocks Dig Pop Push But Wary of Trend Slavery

• Continued from page 29

had concentrated on some of the same tracks), and they all agreed that a popularization of jazz was relatively welcome, but one felt that danger was inherent in the trend-chasing that seems to determine the pop jazz field.

WNEW's Billy Taylor feels the title pop jazz is "misleading to everyone—the public, the artist and the a.&r. man. There are a lot of a.&r. men who don't know what jazz is, and there are even some who don't know what pop is."

Since FM programming plays such an important part in jazz; over all, a number of jazz deejays from that area were quizzed. WNCN's R. D. Harlan and WTFM's Allen Grant are not concerned about the title, only about the good they feel such records are doing for the field. (Both have leaned on the same three tracks — "Cherry Blossoms," "Fakir" and "Tokyo Blues" — whereas Taylor plays "Tokyo Blues" and "China Nights," the latter because he has telephone requests from Korean War veterans apparently made nostalgic by melody.)

Looks to Youngsters

For Allen Grant the emergence of pop jazz is a boon and he can't imagine why anyone would think otherwise. "We must get to the younger audience," he says, "and to people who wouldn't ordinarily listen to jazz. Actually, this kind of music fits in perfectly with my format. For the first hour of my show I play jazz that's not too difficult to understand, trying to lead in the kids who don't know what jazz is all about."

R. D. Harlan puts it even more rhapsodically: "Anytime you can get a jazz record into the hands of someone in the Kansas City Kiwanis Club, you have accomplished something. Take a record like Wes Montgomery's "Days of Wine and Roses." Someone who's never paid attention to jazz before will hear that and go out and buy more jazz.

"It's a good situation all around. The people like it, and I play what they like in my taste. I'm sure the companies are happy. They've got to be tired of selling only 3,000 records. And, you know there's another part of this. A Stan Getz becomes successful with some pop jazz track and all the companies that have other Getz albums reissue them and join in on the sales. So the other companies gain and so do the musicians. It just keeps getting bigger and bigger until it eventually includes all musicians."

Part of the Trend

But Billy Taylor has other reservations in addition to his concern about the title itself. "What you call pop jazz," he says, "and I guess that really means jazz musicians who play music that is very much part of a trend, has worked to the detriment of many artists. I find myself playing their older records.

"Now obviously I'm not talking about "Shades of Jade." I don't think it fits the category. But it's hard to fit the category with a definition. Everyone has always been aware of sales. There's nothing new in that. And one of the ways to ensure sales is to pick already established material. There's nothing new in that either.

"I'm not really concerned about whether it's pure jazz, only if it's good music. And I don't think you can overemphasize communications. What I am concerned about is that some musicians are being misdirected and that is not good for the music or for their artistry. Those, as I said, are records I do not play."

The major point of agreement between these and other jazz jockeys was that the "pop" in "pop jazz" must not mean a lack of quality. That would determine the amount of pop jazz a jazz show could take.

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Pop Jockeys Find It Easier To Make Swing the Thing

• Continued from page 29

"That's happening more and more. Sound helped, but so have so many other factors. I choose on personal taste, of course, but sometimes we'll have a jazz album that's in orbit, then we'll all pick the tracks we want to play. Still there's personal taste even there."

Bill Randle, whose WCBS morning show is a case in point for "conglomeration" — folk, comedy, pop, jazz—also believes the general audience has grown hipper, "especially the folk people," he says. "People are more aware of their listening now, not necessarily informed, but much more aware. And the commercials and television have helped this. Wait until you hear the background for TV's "East Side, West Side." It will be the biggest thing since Mancini.

"But," he continues, "although I've always been for conglomeration, and I once was very close to jazz, my jazz choices are normally part of the format. As you know, we normally begin with an in-person recording, what we call 'On Location.' As it turns out, a tremendous amount of jazz artists have recorded in clubs, especially jazz singers or others that you could consider near jazz. So the format calls for it, jazz or jazz-oriented records are natural for an opener, and the two often get together to begin my program with jazz."

Lacy Dissents

Jack Lacy of WINS, the one dissenter, doesn't believe there's been any major change either in the audience or in the programming. "I've been programming the same way for years, and I play what I think the people want. Sometimes I happen to like it. But I don't think that jazz or gospel music has suddenly become more important. Many things are popular and over the years you'll find that a record representing some kind of music will suddenly jump up. That's not a trend."

The majority opinion is perhaps most neatly summed up in a practical fashion by WNEW's Bob Landers, who, too, looks with pleased favor on the change that has occured.

"Of course you can play more jazz now," he says. "But the choosing of records is still a reconciliation between personal taste and what you think you can communicate. If you play better music, you should look for the lyrical. Take Don Elliot's new album. It's nice by itself, to the untutored ear. The same thing with Dave Brubeck. With music like that you add another dimension to listening, something that an audience can accept in the same way it does a pop tune, but in this case the record has more to offer musically.

Pleasant Situation

"It's a pleasant situation," he concluded, "the audience has become so much more surrounded by music, and has become so much more sophisticated, that for the first time the music wants of the audience is coming closer to the tastes of the programmers." That relationship, of course, will provide the ultimate answer to how much jazz a pop show will take.

Followers Few But Mighty Loyal

By RICARDO GARCIA

SANTIAGO—In Chile, jazz has few but faithful followers. Although sales are not high, jazz records have an increasing importance in our record market.

The five leading LP's are: "Cole Porter a la Dixie," by Pee Wee Hunt (Capitol); "Ella Sings the Cole Porter Song-book," (Verve; "Los Exitos de Benny Goodman" (Capitol); "King Louis," Louis Armstrong (Decca); "Jazz at the Hollywood Bowl" (Verve).

Favorite names among jazz fans are Ella; Louis Armstrong, Dave Brubeck, Bobby Hackett, Kai Winding, the Cannonball Adderley Sextet, Charlie Byrd, Dizzy Gillespie and the Dutch Collegiate Swing Band.

Local talents (mainly Dixieland groups) have great popularity, but several modern jazz groups appeared last year in the field. Ediciones Ortiz (a local label) recently signed the Nahuel Jazz Quartet, no doubt the best of them all.

Polish Government

• Continued from page 30

They were also in Western Germany last year, and this year they have played in Italy, Switzerland and Jugoslavia.

The P t a s z y n Wroblewski group was in Juan Les Pins, Paris and other European cities earlier this year. Krzysztof Komeda has toured Scandinavia. Polish jazzmen play abroad more and more often.

Students Blow

Apart from the professional jazzmen there are many keen amateur musicians in Poland, particularly among the students. It is estimated that there are about 1,000 amateur jazz groups in this country and these fill the demand for live jazz in all areas.

Recently, more and more recordings by top American jazz groups have appeared in shops in Poland. Recordings on Blue Note are the latest to turn up. There aren't as many of these disks as customers might like, but, as they say, "every little bit helps."

Jazz in Hungary

• Continued from page 27

with prominent Hungarian jazz artists which, in their limited editions, were immediate sell-outs. The further development of jazz in Hungary is dependent on the cultural politic pursued in government circles. Jazz has certainly gained its foothold in this country.

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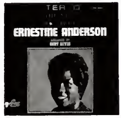

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A Buck Melts Even A Jazzman's Heart

• Continued from page 28

cut disks designed to catch the ear and the buck of what is generally called the pop audience. More and more of these artists, many of whom have been labeled jazz greats by the critics, are burning the midnight oil looking for just the right format to make their individual talents more acceptable to the pop audience.

According to these leading a.&r. people there are a number of factors responsible. Practically all agree that acceptance is the key word.

Audience Matures

Orrin Keepnews, Riverside recording director, spelled this out when he noted that today's record buyers seem ready to accept a jazz-oriented sound. "It's a maturity on the part of the pop audience," he said. "They seem to be ready to buy anything that appeals to them. As a result, jazz performers bave to make fewer compensations for the tastes of the public. Record bnyers are ready to purchase any kind of recording that has sound that appeals to them. The stigma of jazz on the pop market is disappearing as fast as the stigma of commercialism is disappearing among jazzmen," he said.

Elliot Mazer, who is making jazz recordings for Cameo-Parkway these days, amplified Keepnews' remarks by noting that "the pop audience is familiar with the sound of jazz instrumentation. Tenor sax, organ and guitar have long been the nucleus of rock and roll sound." Mazer also pointed to the familiarity of the blues in its infinite melodic variations as a point of musical accord.

Artists Growing Up

Maturity, too, on the part of jazz artsts bas also been noted by the jazz producers. Creed Taylor, guiding force behind the Verve Records operation, says that musicians are no longer concerned with commercialism. If a recording project's theme or basic idea catches the musician's imagination he will work with the a.&r. man. "These men, Taylor says, "no longer concern themselves with critical limitations imposed by journalists within the jazz fraternity. More and more of them are looking at the music business as a whole instead of their single segment of it." It is Taylor's opinion that jazzmen are becoming convinced that they have all tbe equipment necessary for success in the business and that they are more determined than ever to become involved in the pop end of the business.

It is the opinion of all these a.&r. producers and many more that the cbange of climate among jazz musicians came about through audience acceptance. They have seen other men, players they all respect, make it big in the pop market while retaining the basic qualities of their musicianship.

When Italians See 'Em Live They Buy 'Em

By SAM'L STEINMAN

ROME—The firm nucleus of jazz clubs in some 40 Italian cities keeps open a steady market for the sale of jazz disks. But the flow is slow except when an American group makes a series of personal appearances, such as the recent visit of Cannonball Adderley to the San Remo Jazz Festival. This visit gave impetus to the sale of his Riverside records distributed by Phonogram.

One of the big items on this year's jazz market has been the four-disk leather album, "Jazz Sounds of the Twenties," issued by Columbia, featuring big bands, small bands, small groups and piano solos and blues singers. RCA's current big item is "Two of a Kind," featuring Paul Desmond and Gerry Mulligan and "Al Hirt in New Orleans."

Louis Armstrong records are continually best sellers and there are records available here on eight to 10 different labels covering various periods. CBS, which is still new in the market, is building up its library, but it seems to have a sure winner in the two-volume "The Dave Brubeck Quartet at Carnegie Hall."

Cetra has issued a jazz series featuring various outstanding Italian groups. The set has been among top Italian sellers for several years. Galleria del Corso through Reprise has Duke Ellington who is doing well with "Afra Bosso" and the Chico Hamilton Quintet. The Modern Jazz Quartet, issued here by SAAR on Atlantic, is also usually in Italy's top ranks, currently has "Lonely Woman" and "The Comedy."

In most instances, Italian jazz enjoys only local sales. There is wider distribution, however, when a combo appears on tour. Emphasis is generally on American jazz with some importations from France, Germany, Belgium and Great Britain. Most recent imported addition to libraries is Coral's 10-volume "Jazz Museum."

Thinking Big Might Change Ireland's Apathy to Swingers

By KEN STEWART

DUBLIN — Ten years ago, 8,000 people attended Stan Kenton concerts at the Theater Royal and thousands more were turned away. Today, the Royal is demolished, leaving no comparable alternative venue. Armstrong, Basie, Herman, and others who have played here drew large crowds. But such visits are pitifully infrequent.

Adrian Cronin, a television producer regarded as "Mr. Jazz" in Ireland, told Billboard: "Jazz doesn't seem to fit the Irish temperament. Not only is it far from being a dominant part of the scene, but it is extremely unlikely that matters will improve.

Think Big

"If things were done on a sufficiently large scale, perhaps the position might change. Concerts by leading figures would undoubtedly do big business," said Cronin.

Cronin runs the Blue Note Club, which has a membership of 300, about 60 of wbom turn up for Tuesday sessions by various Irish personnel. Recently be directed what was the undisputed event of the year, "Jazz in the Round," comprising modern and traditional concerts featuring local stars. It was staged at the Intercontinental Hotel in association with the Dublin Theater Festival.

For the Record

On record, the Dutcb Swing College Band, Dave Brubeck, Cannonball Adderley, Ella Fitzgerald, Mel Torme, Kenny Ball, Chris Barber and Acker Bilk are among those in constant demand. Top albums include "Jazz Samba," "The Incredible Jazz Guitar of Wes Montgomery," "My Fair Lady," Shelley Manne "Time Out," by Dave Brubeck, and LP's titled "The Best of Ball," "Barber" and "Bilk."

Lately, and Irish segment including an original composition, "Cuchulainn's Lament," was accepted by the European Broadcasting Union and is expected to be used in a 45-minute program for screening in 40 countries.

Telefis Eireann is currently "Jazz Scene, U. S. A.," and Radio Eireann uses Ian Henry, the Jazz Heralds, Louis Stewart Quartet, Rory McGuinness, Rock Fox, Jack Daly, the Eblana Jazz Band, Noel Keleban (now studying in the U. S.) and other local notables whenever possible.

Received Sponsor

One of the biggest breakthroughs in jazz broadcasting was made in 1960, when a commercial concern began sponsoring a weekly program that attracted a large audience.

To most Irish collectors, jazz means "Midnight in Moscow," "Take Five" and similarly commercialized pieces.

The best way to bring about an increased following for in-depth jazz seems to be via well-publicized regular concerts by the biggest British and American names. And the prospects of that happening are very slim indeed.

Puerto Rico Jazz

• Continued from page 28

of professionals and aficionados that meet regularly for concerts and sessions. The Jazz Workshop of Charlie Rodriguez (sax) and Dave Wells (trombone, French horn, etc.) is the biggest of these groups and they give a monthly concert.

In the record sales picture there are four stores that cater to the jazz crowd: Martinez Vela (Sigfrido Gonzalez, salesman), Casa Victor (Ramon Ortiz), Matias Photo (Carmelo Maldonado) and Balseiro Records (Toco Balseiro). I mention these salesmen because each one of them, a jazz buff, has bis own following and all of them have been very instrumental in the increased sales of jazz records in this market.

On one thing they agree, record buyers here prefer the soloists and small groups to the big bands. Albums by sax-men and drummers lead the sales by a big margin.

Top sellers in albums are: "Tenor Saxes, and Alto Saxes," by various artists on Verve; Columbia's Dave Brubeck; "Night and Day," by Charlie Parker, Verve, and most of the Pete Fountain albums on Coral.

Jazz night clubs are starting to flourish and if Puerto Rico continues to draw tourists as in the past few years, these small clubs should become very permanent part of the San Juan night life.

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Yanks Dominate British Jazz

By CHRIS HUTCHINS

LONDON—The state of the jazz market in Britain is very much dependent on American material—this applies to artists in person as well as records. As far as concerts are concerned, local talent is rarely featured and with the traditional jazz boom of 1961 and 1962 fading away, records by British jazz artists are figuring less and less in the big selling lists.

Philips Records has the edge on the jazz market with all the big names on the CBS catalog and the great potential that the Riverside label offers to the market here.

Lead the Pack

Biggest selling artists on disk are Dave Brubeck, Erroll Garner, Duke Ellington, Count Basie and our own trad men: Kenny Ball, Acker Bilk and Chris Barber. Local moderns fortunate enough to share in the market are Johnny Dankworth, his wife Cleo Laine and Tubby Hayes.

For five years Brubeck's "Time Out" album has remained in the top sales bracket to make it a platter that will go down in the annals of jazz history. Other top LP's in the field in Britain include Miles Davis' "Porgy and Bess," Stan Getz and Charlie Byrd's "Jazz Samba," Erroll Garner's "Close Up in Swing" and a local one on Pye which is currently up with the top pop albums, "Kenny Ball's Golden Hits."

At least two British bands won international status after coming to the fore in the home trad boom—Bilk and Ball, following Barber who had already achieved world recognition with his hit, "Petite Fleur."

All have toured America and are set for further visits to various parts of the world. At the end of September Ball and his band flew to the U. S. for concerts, then on to New Zealand, Australia and the Far East before returning to Britain in November. Bilk undertakes two tours of Germany next month and is being lined up for a six-week stint in Las Vegas early in the new year.

American Rule

American artists rule the British concert business with sell-out tours that command a $3.50 top price seat—more than twice as much as the top for a pop bill with several big chart names Sarah Vaughan and Count Basie are touring currently; Erroll Garner returns in October, and Duke Ellington and Dave Brubeck are set for returns.

Jazz clubs are much more limited, with only a handful thriving throughout the country. Ronnie Scott's in London does best business, although it is only excellent when Scott has managed to secure an American attraction such as Roland Kirk—his latest booking.

Jazz record sales here are pretty steady with an increase in the modern market compensating for the decline in the trad boom. It looks as though the market is going back almost entirely to the Americans—quite the opposite of what is currently happening in the pop field.

Slide Into Gateway

PITTSBURGH — Gateway Records, headed by Bob Schachner, is determined to give this city an enviable reputation in the jazz field. His label has just added Slide Hampton, former Epic and Atlantic trombone star, to its roster as well as the Charles Bell Quartet, through courtesy of Atlantic. Bell has also waxed for Columbia. They join such other Gateway stars as Harold Betters, Jon Walton, Walt Harper and Norman Charles.

A Latin Touch In Hong Kong

By CARL MYATT

There has been a very slight increase in jazz sales this year though dealers don't seem to be able to pinpoint any particular reason for it. Musicians such as Dave Brubeck, Miles Davis, George Shearing, Chris Barber and Acker Bilk retain their popularity, and their records sell steadily tho not spectacularly.

Top selling jazz LP's include Dave Brubeck's "Time Out," Miles Davis' "Jazz Track" and "Miles Davis at Carnegie Hall," Acker Bilk's "Stranger on the Shore," George Shearing's "Black Velvet," Paul Desmond and Gerry Mulligan's "Two of a Kind" and Sonny Rollins' "The Bridge."

Jazz is played extensively in the night clubs, where Fillipino musicians are heavily influenced by what is going on in the States. The night club trend, however, is for Latin jazz and the combos that operate here—there is only one big band in town—have developed fine sounds.

There has been a dearth in jazz concerts ever since the jazz club here faded out of existence. Among the European population of Hong Kong, however, the leanings are toward traditional and New Orleans-style jazz rather than toward the modern sounds. The Chinese fans who dig jazz, however, go for the Latin rhythms, hence the popularity of the Tito Puente orchestra, which gave a concert here last year en route to Japan.

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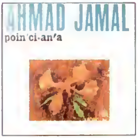

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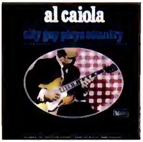

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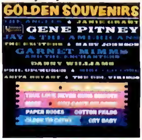

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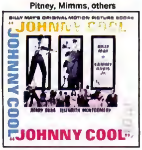

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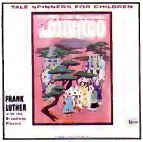

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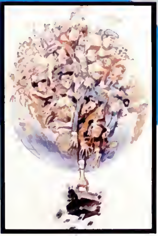

Fabulous! **The *MOST* dazzling original motion picture score of the *MOST* star-studded, the *MOST* spectacular film of all time—a chart topper to end all chart toppers!**

THE ALBUM OF THE DECADE!

UNITED ARTISTS RECORDS

TRULY **the Proudest Name in Entertainment**

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ALBUM REVIEWS

Billboard SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT
SURFER GIRL
Beach Boys. Capitol T 1981 (M); ST 1981 (S)

The Beach Boys have maintained their hit pace of late with a slick, two-sider hit, in "Little Deuce Coupe" and "Surfer Girl." Both are included here plus a flock of new sides, many of which have strong hit single potential as well. Titles include "South Bay Surfer," "The Rocking Surfer," "Our Car Club" and "Boogie Woodie." Slick wax that can go.

POP SPOTLIGHT
MAKE THE WORLD GO AWAY
Timi Yuro. Liberty LRP 3319 (M); LST 7319 (S)

The young thrush with the big voice has returned to hitdom of late with the power-packed country-based song, "Make the World Go Away," by Hank Cochran. Here she takes good tunes from other country cleffers and gives them her own stamp. These include "Permanently Lonely," by Willie Nelson; "A Legend in My Time," by Don Gibson, and "I Walk the Line," by Johnny Cash. Fine wax.

POP SPOTLIGHT
TODAY'S HITS
Various Artists
Philles PHLP 4004 (M)

Potent package from Philles label has a string of big ones on it, many of them recent smashes. The Crystals are represented in part by "Then He Kissed Me" and "Da Doo Ron Ron"; Bob B. Soxx with "Zip-a-Dee-Doo-Dah" and "Not Too Young to Get Married," and the Ronettes and Darlene Love are also here with their hits. Strong package.

POP SPOTLIGHT
SONGS FOR A CAMPUS PARTY
The Four Preps. Capitol 1976 (M); ST 1976 (S)

The Four Preps join the "sing the hits" crowd for a fine album. The arrangements are sharp and bright and capture the feel and some of the sound of the original hits while adding their own individual voicing. Arrangements are by Lincoln Mayorga. Some of the titles are "So Much in Love," "Detroit City," "Sukiyaki," "Losing You," "I Love You Because" and "Abilene."

POP SPOTLIGHT
ELIZABETH TAYLOR IN LONDON
Original Television Soundtrack. Colpix CP 459 (M)

More than the usual soundtrack treatment is offered in this exciting album of original music composed for a television special viewed in this country October 6. In addition to the sensual, moody score by John Barry (who wrote the track for "Dr. No" and "The L-Shaped Room) Liz recites on several of the tracks. Should have strong impact on the heels of the airing.

POP SPOTLIGHT
GOLDEN HITS—VOL. 1
Various Artists, RCA Victor LPM 2774 (M); LSP 2774 (S)

Here's a great memory lane package from Victor. Such huge hits of the past 25 years as Tommy Dorsey's "Marie" and "Stardust," Artie Shaw's "Begin the Beguine," "Day-O" by Belafonte and "Prisoner of Love" by Perry Como are included. A standout set that could score.

POP SPOTLIGHT
HIT MOTION PICTURE THEMES
Various Artists. Mercury MG 20810 (M); SR 60810 (S)

A variety of Mercury's top recording talent perform some of the more familiar movie themes here. Vocalists Brook Benton ("Walk on the Wild Side"), Shirley Horn ("The Second Time Around") and Billy Eckstine ("The Exodus Song") are pitted against instrumental big shots Chbanoff, Cugat, David Carrol and Dick Contino. Good easy-listening.

POP SPOTLIGHT
ROCKIN' THE BOAT
Jimmy Smith
Blue Note 4141 (M)

One of the swingingest organ men around, Jimmy Smith turns on the heat on this fine collection of seven tracks. Some are on the long side, up to seven minutes, and considerably longer than some of his single record hits, but jocks will still find plenty of spinnable segs. Titles include "Trust in Me," "When My Dream Boat Comes Home" and a fine reading of "Just a Closer Walk With Thee." A salable production.

POP SPOTLIGHT
FREDDY CANNON STEPS OUT
Swan LPS 511 (M)

Here's the rockin' Freddy Cannon with a fine collection of danceable sides, any of which can get to the teeners fast. A recent hit, "Broadway," is included, along with such swinging items as "Everybody's Monkey," Do What the Hippies Do," "Rock and Roll Record" and "Come On and Love Me." Freddy should do a lot of business with this one.

POP SPOTLIGHT
ELLA AND BASIE!
Ella Fitzgerald & Count Basie. Verve V 4061 (M); V6-4061 (S)

The Count has two albums on the "Top LP" chart currently. "The First Lady of Song" is top drawer on or off the chart. The two together, plus such tunes as "Honeysuckle Rose," "Them There Eyes" and "I'm Beginning to See the Light" and other great standards are bound to create much excitement at the retail level to say nothing of the radio stations across the nation.

POP SPOTLIGHT
GRAND TOUR
Norman Luboff Choir
RCA Victor LPM 2521 (M); LSP 2521 (S)

The Luboff Choir recorded this newest LP in England, aided smartly by a big, lush ork sound. The "Grand Tour" idea is carried out by tunes identified with different nations—such as "Happy Wanderer" (Germany); "Little Kong Kwela" (South Africa); "The Three Bells" (France), and "Meadowland" (Russia) among others. A package tailored well for spins and sales.

POP SPOTLIGHT
BACHELORS' PARADISE
Ann-Margret. RCA Victor LPM 2659 (M); LSP 2659 (S)

Here's the gal's fourth album and it's a gasser for the fans. As Hank Levine says in his brief liner notes, "She's got my pulse rate going," and that figures to be the marked effect on most male listeners. And she's picked her material with this in mind. Included are "Let Me Entertain You," "I Wanna Be a Lover," "Call Me Darling," etc. Slick wax with a great cover shot of the star.

JAZZ SPOTLIGHT
CHRIS CONNOR AT THE VILLAGE GATE
FM LP 300

Although the FM label is a new one to record buyers, Chris Connor certainly is not. The LP is split into two shows . . . side 1, the up-tempo "The Early Show" and Side 2, the soulfull "The Late Show." No matter what show you listen to first, Miss Connor is there almost as full as life. The entire performance has an intimacy and vibrance that should be highly popular.

JAZZ SPOTLIGHT
THE GREATEST NAMES IN JAZZ (3-12")
Various Artists. Verve PR 2-3 (M); PRS 2-3 (S)

There's name value aplenty in this exciting, three-LP collection from the Verve catalog. The names include Getz, Mulligan, Basie, Gillespie, Parker, Young, Peterson, Hawkins, Tatum, Rollins, Hampton, Shearing, Mann and many others. Granted the fact that much of the material is of an earlier vintage, it's still bound to generate good excitement among the collector set.

JAZZ SPOTLIGHT
SASSY SWINGS THE TIVOLI
Sarah Vaughan. Mercury MG 20831 (M); SR 60831 (S)

Sarah Vaughan is really swinging on this album. As with most improvisers she is at her best in front of a live audience. This album, cut at the famous Tivoli in Copenhagen, is a must for Sassy's fans. There is radiation on both sides of the footlights, as she lays into such standards as "Won't You Come Home Bill Bailey," "Lover Man" and "Misty." Also, she offers a long version of "Sassy's Blues."

CLASSICAL SPOTLIGHT
MARIA CALLAS IN PARIS
Angel FS 36147 (M); S 36147 (S)

Callas has a whole cult of fans who await her every release—but this one in particular. It is the follow-up to her highly successful first album of arias from French opera. On this disk Callas is in excellent form, particularly in her interpretation. Her voice is a bit wobbily in the upper reaches, but her middle register is firm. Particularly effective is "Adieu, Notre Petite Table," from Massenet's "Manon."

LOW PRICE CLASSICAL SPOTLIGHT
SHOSTAKOVICH: SYMPHONY NO. 5, OP. 47
Czech Philharmonic Orchestra (Ancerl)
Parliament PLP (S); 168 (S)

Of the 11 Shostakovich symphonies, the Fifth is undoubtedly the best known and loved. Its sheer romantic nature, spilling over with passion, has tremendous appeal. This low-priced addition to the catalog should be a welcome one.

LATIN AMERICAN SPOTLIGHT
VIVA VALDEZ
Alfredito Valdez
Tico LP 1095 (M); SLP 0195 (S)

Fine romping sound of Latin band here that should get a lot of listener attention in normal Spanish-American neighborhoods. Of special interest is an "El Watusi" sounding track, "Peso Comban." Best Track: "Peso Comban" (Ediciones Walkiria, BMI) (2:34).

LATIN AMERICAN SPOTLIGHT
TITO PUENTE—BAILABLES
Tito Puente
Tico LP 1093 (M); SLP 1093 (S)

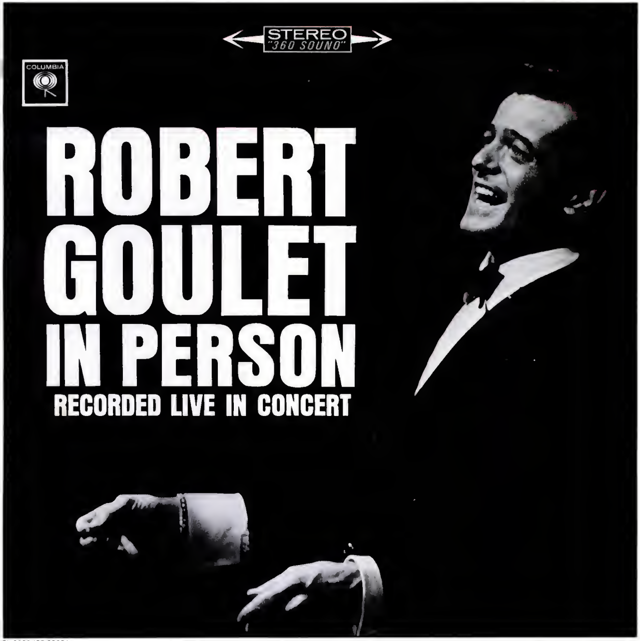
Hard-hitting Latin-American package from the Puente band here. The LP has a variety of rhythms (including something called "Wobble Goes Latin") and the big band side should sell well in Latin-American neighborhoods.

THE

LIVELIEST LIVELIEST LIVELIEST LIVELIEST

NEW ALBUM AROUND!

FROM COLUMBIA RECORDS



CL 2088/CS 8888*

*Stereo

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SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT

LENA LIKE LATIN

Lena Horne. Charter CLM 106 (M)

Here is Lena Horne's first album in quite a spell and it could help put this moderately new diskery on the map. The gal remains an exciting artist, this time depending largely on Latinized arrangements for her backings on such familiar items as "From This Moment On," "Night and Day," "Old Devil Moon," "Falling in Love With Love," etc. Set was conducted by the singer's husband, Lennie Hayton, with solid arrangements by Shorty Rogers.

POP SPECIAL MERIT

12 STRING GUITAR

Billy Strange. Crescendo GNP 94 (M)

The 12-string guitar has enjoyed a mammoth resurgence in recent months, particularly since "Walk Right In," by the Rooftop Singers, and here's one of the better artisans of the instrument, Billy Strange, doing a flock of the big recent folk-styled hits, including "Walk Right In," plus "Green Green," "Wildwood Flower," "Wabash Cannonball," "Blowin' in the Wind" and others. A slick instrumental set that also focusses some attention on the five-string banjo.

POP SPECIAL MERIT

LATIN GOLDEN OLDIES FOR DANCING

Various Artists. Tico LP 1097

This can develop some action for several reasons: First, it contains the recent Latin-based hit by Ray Barretto, "El Watusi," secondly, it has a lot of strong, danceable sides by relatively important names like Tito Puente and Machito. "Twist Changa," "Temptation," "La Cumparsita" and "Piano-Merengue" are among those included.

POP SPECIAL MERIT

MOONLIGHT IN VERMONT

Johnny Smith & Stan Getz
Roose LP 2251 (M); SLP 2251 (S)

Pop buyers interested in building a catalog of Getz material, after his recent bossa nova popularity, will want to add this, one of his better commercial efforts, to their libraries. The album, a reissue of material that has appeared in 78 single as well as LP form before, contains the title tune, one of Stan and Johnny's biggest items, as well as other lush and singing stuff. Some other superb tenor men like Zoot Sims and Paul Quinechette are also included.

POP SPECIAL MERIT

CUGI'S COCKTAILS

Xavier Cugat & His Ork
Mercury MG 20832 (M); SR 60832 (S)

Cugi runs the gamut from "Cuba Libre" (guaracha) to a "Singapore Sling" (rhumba) with tasty stops along the way to mambo, bossa, cha-cha, and so on. Cugi's Latin rhythm has long been a favorite among those who love to dance or just dream of far-away places. Best Tracks: "Manhattan" and "Blues Champagne."

POP SPECIAL MERIT

THIS ONE'S FOR ME

Damita Jo
Mercury MG 20818 (M); SR 60818 (S)

There's the element of the unexpected in this album. Damita Jo forsakes her belting bravado for a bluesy easygoing approach to great old standards like "I'll Be Around," "Besame Mucho" and "I'm a Fool to Want You." Damita Jo, who has had a few hot single sellers in the past, will be sought out again by her many fans. There's relaxed swingin', too, on "June Night" and "A Good Man Is Hard to Find." Best Track: "I'll Be Around" and "A Good Man," etc.

POP SPECIAL MERIT

STAR EYES

Sarah Vaughan
Roulette 52100 (M); SR 52100 (S)

The velvety tones and etherial phrasing of Sarah Vaughn are applied to 12 beautiful ballads. The orchestra and arrangements of Marty Manning do much justice to Sarah's tender treatment of "Star Eyes," "Don't Go To Strangers," "I'll Never Be the Same," "Call Me Irresponsible," "As Long as He Needs Me" and others. Best Track: "As Long as She Needs Me."

CLASSICAL SPECIAL MERIT

DVORAK: SYMPHONIC POEMS

Czech Philharmonic Orchestra (Chalabala). Artia ALS 7201 (S)

Three symphonic poems by Antonin Dvorak: "The Water Sprite," "The Midday Witch" and "Hussite Overture" are performed with zest and feeling by the Czech Philharmonic Orchestra. Many should find the opportunity of hearing two neglected masterworks of Dvorak, plus the dynamic "Water Sprite" as performed herein, most rewarding. Stereo reproduction is above average.

CLASSICAL SPECIAL MERIT

ARIAS FROM SPANISH OPERETTAS

Alfredo Kraus. Columbia EX 5105

This is the first solo album by the Spanish-born tenor. Kraus has rapidly grown in reputation as an operatic tenor, having performed at the leading European opera houses opposite such prominent divas as Callas. He was selected to perform on the recent Angel release of "Cosi Fan Tutte." He made his American debut last year at Chicago's Lyric Opera. His attention in this album is focussed on arias from Spanish operettas and zarzuelas. He has a flexible voice and intonation and interpretations are sensitive and appealing.

COMEDY SPECIAL MERIT

JERRY STILLER & ANNE MEARA

Verve V 15038

This performance by Stiller and Meara was recorded live at the hungry i in San Francisco. Anne carries most of the material, which is drawn from various human situations, topical and otherwise. What happens when a fella dials the "Wrong Number," a husband and wife "After Dinner Argument" and a funny lampoon on a pair from the Bronx who have different ideas about culture, named "Hershey and Harriet," are typical. There is a slight resemblance in style to Nichols and May.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

GOLDEN FOLK SONG HITS, VOLUME 2
Johnny Mann Singers, Liberty LRP 3296 (M); LST 7296 (S)

FOR YOU
Roger Williams, Kapp KL 1336 (M); KS 3336 (S)

IN PERSON
Chubby Checker, Parkway P 7026 (M); (No Stereo)

I AM THE GREATEST
Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)

SURFER GIRL
Beach Boys, Capitol T 1981 (M); ST 1981 (S)

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

SHANGRI-LA . . .
Percy Faith & His Ork, Columbia CL 2024 (M); CS 8824 (S)

CONCERT IN THE PARK . . .
Boston Pops/Arthur Fiedler, RCA Victor LM 2677 (M); LSC 2677 (S)

MALA FEMMENA & CONNIE'S BIG HITS FROM ITALY . . .
Connie Francis, MGM E 4161 (M); SE 4161 (S)

TODAY'S BEST—SOUNDS OF THE GREAT BANDS, VOL. 7 . . .
Glen Gray & the Casa Loma Ork, Capitol T 1938 (M); ST 1938 (S)

GREAT MARCH TO FREEDOM . . .
Rev. Martin Luther King, Gordy 906 (M); (No Stereo)

BACH'S GREATEST HITS
Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)

THE ROBERT De CORMIER FOLK SINGERS . . .
Command RS 853 (M); RS 853 SD (S)

LAUGHING ON THE OUTSIDE . . .
Aretha Franklin, Columbia CL 2079 (M); CS 8879 (S)

BLUE BASH . . .
Kenny Burrell & Jimmy Smith, Verve V 8553 (M); V6-8553 (S)

HYMN SING ALONG WITH MITCH . . .
Mitch Miller & the Gang, Columbia CL 2063 (M); CS 8863 (S)

DETROIT CITY & OTHER HITS BY BOBBY BARE . . .
RCA Victor LPM 2776 (M); LSP 2776 (S)

I WROTE A SONG . . .
Don Gibson, RCA Victor LPM 2702 (M); LSP 2702 (S)

1963—THE YEAR'S MOST POPULAR THEMES . . .
Enoch Light & His Ork, Command RS 854 (M); RS 854 SD (S)

3 GREAT PIANOS . . .
Frankie Carle, Floyd Cramer, Peter Nero, RCA Victor LPM 2721 (M); LSP 2721 (S)

GOLDEN HITS . . .
Chubby Checker/Bobby Rydell, Cameo C 1063 (M); (No Stereo)

BUD & TRAVIS NATURALLY . . .
Liberty LRP 3295 (M); LST 7295 (S)

CHASING A DREAM . . .
Bill Pursell, Columbia CL 2077 (M); CS 8877 (S)

GOLDEN HITS . . .
The Orlons/The Dovells, Cameo C 1067 (M); (No Stereo)

WE GATHER TOGETHER . . .
Tennessee Ernie Ford/San Quentin Prison Choir, Capitol T 1937 (M); ST 1937 (S)

BEAT THAT DRUM . . .
Sandy Nelson, Imperial LP 9237 (M); LP 12237 (S)

FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

THE BIG 3
FM LP 307

THE BEST OF RUSS MORGAN
Everest 5221 (M); 1221 (S)

WHEN A BOY FALLS IN LOVE
Mel Carter. Derby LPM 702

RAGTIME U. S. A.
Ralph Sutton
Roulette R 25232 (M); SR 25232 (S)

C'EST LA VIE
Pearl Bailey
Roulette R 25222 (M); SR 25222 (S)
Singer straight
Best Track: "San Francisco"

THE BARRY SISTERS IN ISRAEL RECORDED LIVE
Roulette R 25198 (M); SR 25198 (S)

JAZZ

HARRY DIAL AND HIS BLUSICIANS
Yorkshire DG 72963

THE GREAT REUNION
Louis Armstrong & Duke Ellington
Roulette R 52103 (M); SR 52103 (S)

BASIE IN SWEDEN
Count Basie
Roulette R 52099 (M); SR 52099 (S)

STITT IN ORBIT
Sonny Stitt
Roost LP 2252 (M); SLP 2252 (S)

MESSAGE FROM MAYNARD
Maynard Ferguson
Roulette R 52101 (M); SR 52181 (S)

CLASSICAL

PROKOVIEV: ALEXANDER NEVSKI
Vera Soukupova; Czech Singers Choir; Czech Philharmonic Orchestra (Ancerl)
Artia ALS 7202 (S)

BARBER—DELIUS: VIOLIN CONCERTI
Robert Gerle
Westminster XWN 19045 (M); WST L7045 (S)

BELA BARTOK
Various Artists
Artia ALS 7199 (S)

DVORAK: PIANO CONCERTO
Rudolf Firkusny
Westminster XWN 19044 (M); WST L7044 (S)

BRAHMS: SYMPHONY NO. 1
Czech Philharmonic Orchestra (Ancerl)
Parliament PLP. (S); 172 (S)

THE ART OF ROBERT GOLDSAND (2-12")
Desto DS 6200

CHERUBINI: REQUIEM IN D MINOR
Czech Philharmonic Chorus & Orchestra. Deutsche Grammophon
LPM 18 795 (M); SLPM 138 795 (S)

INTERNATIONAL

RENDEZVOUS IN ARMENIA
George Mgrdichian
Roulette R 25230 (M); SR 25230 (S)

RENDEZVOUS IN GREECE
Gomidas Band
Roulette R 25228 (M); SR 25228 (S)

RENDEZVOUS IN ISTANBUL
Gomidas Band
Roulette R 25228 (M); SR 25228 (S)

LATIN AMERICAN

MACHITO TREMENDO CUMBAN!!
Tico LP 1094 (M); SLP 1094 (S)

RAY BARRETTO ON FIRE AGAIN
Tico LP 1096 (M); SLP 1096 (S)

QUINDEMBO-AFRO MAGIC
Arsenio Rodriguez
Epic LN 24072 (M); BN 26072 (S)

SPOKEN WORD

THE MARCH ON WASHINGTON
Ralph Cooper
Mr. Maestro 1000 (M)

POLKA

OLD COUNTRY POLKAS & WALTZES
Kenny Bass & His Polka Poppers
Roulette R 25223 (M); SR 25223 (S)

LOW PRICE CLASSICAL

SCHUBERT: SYMPHONY NO 9 "THE GREAT"
Czech Philharmonic Orchestra (Konwitschny)
Parliament PLP (S) 173 (S)

THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

CLASSICAL

DVORAK: SYMPHONIC POEMS
Czech Philharmonic Orchestra (Chalabala). Artia ALS 7200 (S)

VON WEBER: SYMPHONY NO. 1; SYMPHONY NO. 2
Lausanne Chamber Orchestra (Desarzens). Westminster XWN 19034 (M); WST 17034 (S)

LATIN AMERICAN

LATIN AMERICAN HITS OF THE 30'S
Cuarteto Flores; Cuarteto Caney. Columbia EX 5106

INTERNATIONAL

THE GYPSIES ARE PLAYING
Sandor Lakatos Ensemble of Budapest. Westminster XWN 19021 (M); WST 17021 (S)

LOW PRICE CHILDREN'S

ALL ABOUT THE SEASONS
Robert Douglas, Children's Hour Ork & Singers. Vocalion VL 3721 (M); VL 73721 (S)

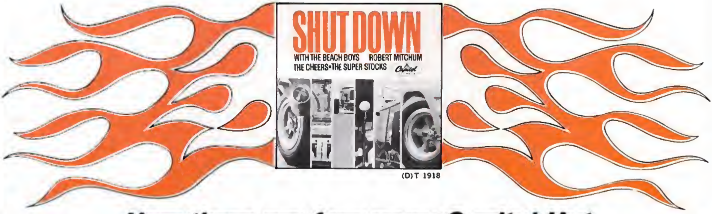
A CHILD'S FIRST BIRTHDAY RECORD
Frank Luther. Vocalion VL 3711

LOW PRICE CLASSICAL

LISZT: SYMPHONIC POEMS
Slovak Philharmonic Orchestra (Rajter). Parliament PLP (S); 171 (S)

BEETHOVEN: VIOLIN CONCERTO
Josef Suk: Czech Philharmonic Orchestra (Konwitschny). Parliament PLP (S); 169 (S)

Look what Capitol started: Hot Rod Music. And this one's already sold 150,000!



(D)T 1918

Now there are four more Capitol Hot Rod Music albums bound for the charts. And here's the promotion that's going to help you put them there!

Capitol's Hot Rod Music is America's newest popular music craze! And everything you get in Capitol's Hot Rod Music promotion is designed to help you cash in on all that new popularity. There's a free dictionary of Hot Rod Jargon everyone will want. (And they'll have to come into *your* store to get their copy!) It was prepared by the editors of Hot Rod magazine, and it features photos of Capitol's Hot Rod Music stars! (Remember the traffic-building success of Capitol's Surfing Dictionary?) There's a big four-color album merchandiser that looks as much like a real hot rod as cardboard can! There's a colorful counter display to hold Capitol's Dictionary of Hot Rod Jargon! Your CRDC rep has *all* the news about this huge industry-leading promotion. And here are Capitol's four great new Hot Rod Music albums!

•(S)T 2002

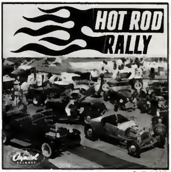
CHECKERED FLAG by Dick Dale highlights his new chart-bound single, *The Scavenger!*

(S)T 2001

THE BIG SOUNDS OF THE DRAGS, recorded with the help of Hot Rod magazine, features all the authentic sounds of championship drag races, right down to the cheers of the fans and the voice of the track announcer!

(S)T 1998

LITTLE DEUCE COUPE by the beach Boys features their hit of the same name.



(S)T 1997

HOT ROD RALLY was created (and will be promoted) by the Hot Rod magazine! That means 1,500,000 hot rod fans will be hearing about this unique album that combines wild music with authentic sounds of real drag racing.

See your CRDC rep for special terms on these new albums (Including Shut Down)!

Capitol RECORDS

Billboard HITS OF THE WORLD

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

This Week	Last Week	
1	1	SHE LOVES YOU—*Beatles (Parlophone)—Northern Songs, Ltd.
2	8	DO YOU LOVE ME—*Brian Pole and the Tremeloes (Decca)—Dominion Music
3	2	IT'S ALL IN THE GAME—*Cliff Richard (Columbia)—Blossom Music
4	11	THEN HE KISSED ME—Crystals (London)—17 Savile Row Music
5	4	I WANT TO STAY HERE—Steve Lawrence-Eydie Gorme (CBS)—Aldon Music
6	10	APPLEJACK—*Jet Harris-Tony Meehan (Decca)—Essex Music
7	3	BAD TO ME—*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
8	8	JUST LIKE EDDIE—*Heinz (Decca)—Maridian Music
9	16	IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex Music
10	19	SHINDIG—*Shadows (Columbia)—Shadows-Belinda Music
11	5	I'LL NEVER GET OVER YOU—*Johnny Kidd (HMV)—Leeds
12	17	WISHING—Buddy Holly (Coral)—Nor Va Jak Music
13	—	BLUE BAYOU—Roy Orbison (London)—Acuff-Rose Music
14	7	YOU DON'T HAVE TO BE A BABY TO CRY—*Caravelles (Decca-Ritz)—Frank Music
15	6	I'M TELLIN' YOU NOW—*Freddie and the Dreamers (Columbia)—Feldman Music
16	—	MEAN WOMAN BLUES—Roy Orbison (London)—Belinda Music
17	—	AIN'T GONNA KISS YA (EP)—*Searchers (Pye)—Campbell, Connelly/Belinda/Ardmore & Beechwood
18	—	THE FIRST TIME—*Adam Faith (Parlophone)—Freddie Poser
18	12	STILL—*Karl Denver (Decca)—Peter Maurice
20	26	WHISPERING—*Bachelors (Decca)—Herman Darewski Music
20	13	THE LEGION'S LAST PATROL—*Ken Thorne (HMV)—Filmusic
22	30	HELLO LITTLE GIRL—*Fourmost (Parlophone)—Northern Songs Ltd.
23	15	DANCE ON—*Kathy Kirby (Decca)—Sydney Bron
24	21	STILL—*Ken Dodd (Columbia)—Peter Maurice
25	25	HELLO MUDDUH, HELLO FADDUH—Allan Sherman (Warner Bros.)
26	27	SEARCHIN'—*Hollies (Parlophone)—Progressive Music
27	14	WIPE OUT—Surfaris (London)—Ambassador-Pincus
27	—	EVERYBODY—Tommy Roe (HMV)—Chappell Music
29	24	I'M CONFESSIN'—*Frank Ifield (Columbia)—Francis Day & Hunter
30	—	BEATLES HITS (EP)—*Beatles (Parlophone)—Northern Songs Ltd./Shapiro-Bernstein

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	
1	1	KISS ME QUICK—Brendan Bowyer (HMV)—West One
2	6	SHE LOVES YOU—The Beatles (Parlophone)—Northern Songs, Ltd.
3	4	I WANT TO STAY HERE—Steve & Eydie (CBS)—Aldon
4	2	IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Blossom
5	3	LEGION'S LAST PATROL—Ken Thorne (HMV)—Filmusic
6	7	KISS ME QUICK—Elvis Presley (RCA Victor)—West One
7	—	STILL—Karl Denver (Decca)—Peter Maurice
8	5	BAD TO ME—Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
9	—	YOU DON'T HAVE TO BE A BABY TO CRY—Caravelles (Decca-Ritz)—Frank Music
10	9	DA DOO RON RON—Crystals (London)—Aberbach

FINLAND

(Courtesy Ilta-Sanomat)

This Week	Two Weeks Ago	
1	1	TANGO MERELLA—Taisto Tammi (Decca)
2	4	I WILL FOLLOW HIM—Little Peggy March (RCA)
3	3	GREENBACK DOLLAR—Four Cats (Scandia)
4	2	LUCKY LIPS—Cliff Richard (Columbia)
5	5	CRYING IN THE WIND—Paul Anka (RCA)
6	9	GREENBACK DOLLAR—The Kingston Trio (Capitol)
7	6	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)
8	8	RUHTINAAN VIULU—Eino Gron (Decca)
9	—	THE WALLS HAVE EARS—Elvis Presley (RCA)
10	7	DEVIL IN DISGUISE—Elvis Presley (RCA)

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	
1	1	DEVIL IN DISGUISE—Elvis Presley (RCA) Belinda
2	3	IK HEB ERBIED VOOR JOUW GRIJZE HAREN—Oart Timmerman (Telefunken)—World Music-Int. Music
3	4	TES TENDRES ANNEES—Johnny Hallyday (Philips)—Altona
4	2	CIMERONI—Anneke Gronloh (Philips)—Altona
5	5	LUCKY LIPS—Cliff Richard (Columbia)—Belinda
6	—	IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Basart L.C.
7	6	THERE GOES MY HEART AGAIN—Fats Domino (ABC-Paramount)
8	7	BARCAROLE IN DER NACHT—Connie Francis (MGM)—Altona
9	10	ATLANTIS—The Shadows (Columbia)
10	—	AMOUR PERDU—Adamo (Pathe)—Anagon Music

HONG KONG

This Week	Last Week	
1	1	SUNSHINE—The Fabulous Echoes (Diamond)
2	3	HELLO HEARTACHES, GOODBYE LOVE—Little Peggy March (RCA Victor)
3	4	JAMAICAN MASH—The Satellites (Diamond)
4	6	IT'S ALL IN THE GAME—Cliff Richard (Columbia)
5	7	YOU CAN NEVER STOP ME LOVING YOU—Johnny Tillotson (Cadence)
6	2	SUKIYAKI—Kyu Sakamoto (Capitol)
7	—	PAINTED, TAINTED ROSE—Al Martino (Capitol)
8	8	I WANT TO STAY HERE—Steve and Eydie (CBS)
9	—	CINDERELLA—The Cascades (RCA Victor)
10	—	BLUE ON BLUE—Bobby Vinton (Columbia)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	
1	2	GYPSY WOMAN—Rick Nelson (Decca)—Hilliard-Doral
2	4	I WISH I WERE A PRINCESS—Peggy March (RCA Victor)—Atrium, ASCAP
3	1	BLUE ON BLUE—Bobby Vinton (Epic)—Famous Music
4	5	IL BALLO DEL MATONE—Rita Pavone (RCA Italy)
5	6	HOPELESS—Andy Williams (Columbia)—Brenner, BMI
6	9	I CAN'T BELIEVE YOU DON'T LOVE ME—Dion (Columbia)—Oooseveit Music
7	3	DEVIL IN DISGUISE—Elvis Presley (RCA Victor)—Presley Music, BMI
8	—	HOW MANY TEARDROPS—Lou Christie (Roulette)—Nom Music, BMI
9	10	CANDY GIRL—The Four Seasons (Vee Jay)—Claridge Music
10	—	SOMEBODY ELSE ON YOUR MIND—Skeeter Davis (RCA Victor)—Moss-Rose

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	
1	1	SE MI VUOI LASCIARE—*Michele (RCA)
2	2	HEY PAULA—Paul & Paula (Philips)
3	3	QUELLI DELLA MIA ETA'—Francoise Hardy (Vogue); *Catherine Spaak (Ricordi)
4	10	NON ANDARE COL TAMBURO—*Remo Germani (Jolly)
5	4	SAPORE DI SALE—*Gino Paoli (RCA)
6	5	CUORE—*Rita Pavone (RCA)
7	8	T'HANNO VISTA DOMENICA SERA—*Peppino Di Capri (Carisch); *Isabella Jannetti (Royal)
8	11	SE MI PERDERAI—*Nico Fidenco (RCA)
9	6	I WATUSSI—*Edoardo Vianello & i Flippers (RCA)
10	7	STESSA SPIAGGIA STESSO MARE—*Mina (Italdisc); *Piero Focaccia (CGD)
11	14	WINI WINI—*Betty Curtis (CGD)
12	9	GRAZIE PREGO SCUSI—*Adriano Celentano (Clan)
13	12	PRIMA DI TE DOPO DI TE—*Catherine Spaak (Ricordi)
14	15	BIKINI E TAMURE'—*Tony Renis (VdP)
15	13	ERI UN'ABITUDINE—Andy Williams (CBS)

JAPAN

(Courtesy UTAMATIC, Tokyo)
*Denotes local origin

This Week	Last Week	
1	1	KOHKOU 3-NEN SEI—*Funaki Kazuo (Columbia)—JASRAC
2	3	SHIMA NO BLUES—*Misawa Akemi & Mahina Stars (Victor)—JASRAC
3	2	TWIST NO. 9—Jimmy Fontana (Victor)—BIEM
4	4	AKAI HANDKERCHIEF—*Ishihara Yujiro (Taichiku)—JASRAC
5	5	HEY PAULA—Paul & Paula (Philips)—Shinko
6	6	MR. BASS MAN—Johnny Cymbal (Kapp)—No sub-publisher
7	11	YOGIRI NO BLUES—*Ishihara Yujiro (Teichiku)—JASRAC
8	7	VACANCE DE L'AMOUR—Caterina Valente (London)—JASRAC
9	12	CUTIE PIE—Johnny Tillotson (Seven Seas)—Shinko
10	10	SHUSSE KAIDO—*Hatakeyama Midori (Columbia)—JASRAC

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	
1	1	DESPEINADA—*Los Hooligans (Orfeon); Manolo Munoz (Musart)—Reimsa
2	2	LET'S GET TOGETHER—Hayley Mills (Gamma)—Brambila
3	5	THE GUNS FROM NAVARRONE—Al Caiola (Gamma)—Grever
4	3	ENEMIGOS—*Sonia Lopez (CBS)—Pham
5	6	EL LECHERO—*Los Guerrilleras (Peerless)—Pending
6	4	MEDIA VUELTA—*J. A. Jimenez (RCA); *Javier Solis (CBS)—Pending
7	7	PERA MADURA—*Manolo Munoz (Musart)—Brambila
8	8	POPEYE—*Los Apson Boys (Peerless)—Pending
9	9	DE MIL MANERAS—Sonora Santanera (CBS)—Emmi
10	10	LLEGO BORRACHO—*J. A. Jimenez (RCA)—Emmi

NEW ZEALAND

*Denotes local origin

This Week	Last Week	
1	1	GEORGE THE WILD(ER) COLONIAL BOY—*Howard Morrison (La Gloria)—CC
2	3	BLOWING IN THE WIND—Peter, Paul & Mary (WB)—Allen
3	4	WIPE OUT—The Surfaris (London)—Princess
4	6	SURF CITY—Jan & Dean (Liberty)—CC
5	9	MEMPHIS—Lonnie Mack (W&G)—Jewel
6	—	IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex
7	—	MY BOYFRIEND'S BACK—The Angels (Philips)—CC
8	—	ABILENE—George Hamilton (RCA)—Acuff-Rose
9	—	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda
10	10	SWEETS FOR MY SWEETIE Searchers (Pye)—Belinda

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	
1	1	SUKIYAKI—Kyu Sakamoto (HMV)—Carl M. Iversen
2	2	IT'S ALL IN THE GAME—Cliff Richard (Columbia)
3	3	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda
4	4	SINGEL OG SAND—*Oikabiiamo (Philips)—Edition Lyche
5	6	WELCOME TO MY WORLD—Jim Reeves (RCA)—No publisher
6	5	EI SNERTEN SNELLE—*Wenche Myhre (Triola)—Egil Monn Iversen
7	—	GI MEG EN COWBOY TIL MANN—*Wenche Myhre (Triola)—Stockholms Musikproduktion
8	6	BLI MED UT OG FISK—*Wenche Myhre—Imudico
9	10	SWEETS FOR MY SWEET—Searchers (Pye)—Robert Mellin
10	9	SER DU JAN SA HILS FRA MEG—*Ase Thoresen (Triola)—Sweden Music

PERU

(Courtesy La Prensa, Lima)
*Denotes local origin

This Week	Last Week	
1	1	MAGIA BLANCA (Mujer Endiablada)—Chucho Avellanet (Odeon)
2	3	LA TERZA LUNA—Neil Sedaka (RCA)
3	2	LO SEQUIRE (I WILL FOLLOW HIM)—Little Peggy March (RCA)
4	5	EL TWIST DE LA GORDA—Los Caporales (Virrey)
5	4	TEMA DEL DR. NO—Al Caiola (United Artists)
6	7	LA PERA MADURA—Pepe Miranda (Virrey)
7	8	EL LADRON—Sonia Lopez (Columbia)
8	10	SUKIYAKI—Kyu Sakamoto (Capitol)
9	6	TODO LO QUE HAGO ES SONAR (All I Have to Do Is Dream)—Richard Chamberlain (MGM)
10	—	PUEBLO SIN COMPASION (Town Without Pity)—Gene Pitney (United Artists)

PHILIPPINES

This Week	Last Week	
1	1	A MILLION THANKS TO YOU—Pilita Corrales (Villar)—Mareco
2	2	MORE—Steve Lawrence (Columbia)—Mareco
3	3	ON TOP OF SPAGHETTI—Tom Glazer (Kapp)—Mareco
4	4	THE END OF THE WORLD—Skeeter Davis (RCA)—Filipinas
5	6	NO MAN CAN STAND ALONE—Johnny Mathis (Columbia)—Mareco
6	7	SUKIYAKI—Kai Winding (Verve)—Mareco
7	10	TILL THEN—Valentinos (London)—Mercury
8	—	LOOK AGAIN—Roger Williams (Kapp)—Mareco
9	9	I'LL BE LOVING YOU—James Darren (Colpix)—Federal Manufacturers
10	5	ONE MORE BLESSING—Jerry Vale (Columbia)—Mareco

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

This Week	Last Week	
1	—	THE MIDDLE OF THE NIGHT IS MY CRYING TIME—Dean Martin (Reprise)—Sergeant Music
2	1	FORTY DAYS—Cliff Richard (Columbia)—Arc Music
3	—	GUILTY—Jim Reeves (RCA)—M.C.P.S.
4	4	DETROIT CITY—Bobby Bare (RCA)—Southern Music
5	3	DEVIL IN DISGUISE—Elvis Presley (RCA)—Elvis Presley Music
6	2	LUCKY LIPS—Cliff Richard (Columbia)—Arc Music
7	—	THE GREAT ESCAPE—Elmer Bernstein (UA)—United Artists Music
8	7	SUKIYAKI—Kyu Sakamoto (SAB)—Ardmore-Beechwood
9	10	LITTLE BOY CRYING—*Johnny Kongos (RCA)—Southern Music
10	6	BLUE TRAIN—John D. Loudermilk (RCA)—Acuff-Rose

BELGIUM

Set Will Tura Contest Oct. 9

By JAN TORFS
Stuivenbergvaart, 37 Mechelen

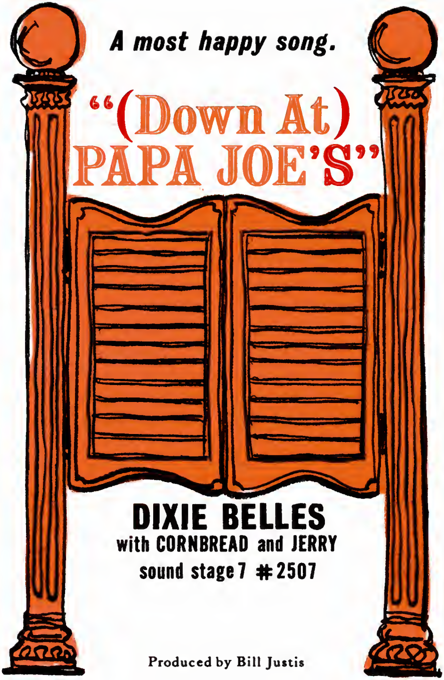
Palette Records with **Doctor Alexander**, director of the Sea Preventorium, launched the big "**Will Tura** contest." The gala premiere will take place at the Kursaal of Ostend on October 9 for the benefit of this sea Preventorium.

Tura received a silver record for "Je liegt" of which he has sold more than 25,000 copies. That other star Palette group, the **Cousins**, received new guitars, especially made for their style and interpretation. . . . **Gert Timmerman** is back with another strong one for the RCA label, entitled: "Nimm deine weisse Gitarre," the German version of that Spanish evergreen: "Quieremo mucho." . . . Big demand at Siemens for **Buddy Holly's** "Buddy Holly Story."

Adamo, one of the biggest singing stars at moment, had his girst LP released through Gramophone on the Pathe label. It is a 10-inch record composed of 10 brand-new songs. Many in the trade wonder why Gramophone has released on a 10-inch size record instead of a 12-inch. The 12-inch LP's are selling much better than the 10-inch. Many believe in the next three years all 10-inch records will have disappeared from every catalog.

The **Jokers**, just returned from Spain, have signed with Intervox. Their first record under the pact will be released on the Discostar label. Titles are "Ronny Boy" and "Moscow Guitars." The Jokers left the Philips label. . . . **L. J. Van Rijmenant** is planning to record first German platters with Belgian stars **Jacques Raymond** and **Bebe Mong Suong**. Producer **Hans Hammerschmid** will fly in from Munich to supervise the session.

Polydor hopes it has found a new **Adamo** with 16-year-old singer **John Larry**, who just cut his first record called "Alleen." . . . Philips continues a series of orginal recordings of Congolese music. They obtain lots of success with their "Missa Luba" sung by the **Troubadours Du Roi Baudouin** and now they released the "Missa Bantu," sung by the Choir of the Congolese **White Sisters of Katana**, Kivu, under the direction of Sister Lucretia. This is a recording done in the Cathedral of Bukavu by Baron Van Eyll, mayor of this town. The Mass is song in Gregorian but also inspired by ancient African melodies collected and arranged by **Sister Lucertia**, who has shown a profound respect for the spirit of the Bantu art. . . . The **Spotnicks**, the successful instrumental group from Sweden, are expected in Belgium for TV appearances on October 13 and 19.



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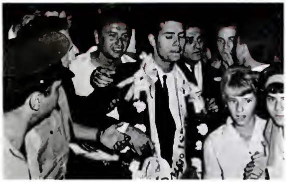
International
NEWS REPORTS



CLIFF RICHARD is visibly moved by the unprecedented welcome shown him at the Tel Aviv airport. The young British singer is surrounded by fans and police during the display.

Avert Richard Riot In Israeli Airport

By AZARIA RAPAPORT

TEL AVIV — A tumultuous greeting hit Cliff Richard as he stepped off his plane at the airport here last week. A huge crowd pushed and pulled at the young singer who was in the country to give four concerts in the city's huge moving picture house.

Richard is popular in the country not only through his records but through his films as well. It is said that the movies, "Summer Place" and "The Young Ones" have been more successful than Elvis Presley's.

Some 150 motorcyclists roamed the streets searching for the young singer when he was spirited away from the airport by car. Large squads of police were needed to keep the crowd in line at both the airport and around the Accadia Hotel where the young singer stayed. So great was the crush that Richard, his group the Shadows and the impressario Giora Godik decided to cancel a radio interview and other festivities slated to take place at the airport.

At the hotel the young singer posed for pictures and signed autographs. His shows at the theater were huge successes and drew capacity houses for all performances.

TRIPLE PLAY: 16-year-old Norwegian songstress Wenche Myhre is the first artist ever to enter the Top 10 charts with three titles simultaneously. After being represented with both sides of one record, "Ei snerten snelle" c/w "Bli med ut og fisk," on Triola, she now also enters with her local rendition of the German hit "Gi meg en cowboy til mann." The singing ace, who was discovered at an amateur test staged by newspaper Verdens Gang in co-operation with the Chat Noir theatre three years ago, also makes her debut in films this year with parts in two different productions.

Mediterranean Test to Spain

BARCELONA—At the Palacio de las Naciones the Mediterranean Song Festival was won by Spain for the first time in its history. The public paid more money than to see Maria Callas at the Liceo or Wagnerian festivals in Beyruth. Winners were Leon Borrel and Jose Maria Andreu authors of "Sen va anar" written in catalunian and sung by Salome and Raimon show here. This is the result of a new songwriting group which is trying to improve and modernize the song from Cataluna (one of the richest provinces of Spain). Second place also went to Spain for "Paz" (Peace) and third to Monaco with "Je suis la," by Ivon Pastor and Alex Marco.

AUSTRALIA

British Disks Still Hold Reign

By GEORGE HILDER
10 Todman Ave. Kensington, Sydney N. S. W.

English disks are still holding their own on local charts and new numbers creating interest include "Shindig" by the Shadows, "The Cruel Sea" by the Dakotas and the English cover version of "Still" by Carl Denver.

Garnet Carroll is due to leave for New York to talk with **Richard Rodgers** on the final choice of a woman star for his Australian production of the new Rodgers' musical "No Strings." . . . **Bryan Davies** has a new single on HMV, "Rich Boy," composed by **Johnny Devlin**. The song is controlled by Castle Music. . . . RCA of Australia will introduce their first Dynagroove disks on the market October 3. The blockbuster campaign will feature albums by **Chet Atkins, Floyd Cramer, Marty Gold, Cliburn**, and "Madame Butterfly." MGM released a version of "Maria Elena" by Billy Mure to counteract the RCA single by **Los Indios Tabajaras** which has taken off in Sydney like a rocket. . . . The long-awaited release of the flick "Gypsy" opens throughout Australia in October. ARC is preparing the Warner Bros. soundtrack album.

Australian release date is set for September 23. The **Delltones**, Sydney vocal group, joined the current surfing craze with a single composed by Sydney detective and surf board expert, **Beo Acton**. The disk is titled "Hangin' Five" coupled with "Surf City." The Delltones are all active members of the Sydney Bronte Surf Club which lends complete authenticity to the waxing.

D-Day for the release of four 20th Century-Fox albums, the first by Festival under the new contractual agreement hit the retail stores on Monday, September 16. A special E. P. sampler, titled "A Sneak Preview," featuring a track from each of the albums "Cleopatra," "The Longest Day," "Marilyn" and a **Glenn Miller's** original film soundtrack. The latter, a two disk set, has been distributed to all radio stations in all States and is also on sale to the public.

Phillips is preparing a **Bill Justis** campaign for the month of October. Label is rush releasing the **Tom** and **Jerry** album "Surfin' Hootenanny" for October release. . . . "Hawaiian Eye" star **Poncie Ponce** has joined a Melbourne television station HSV 7's promotion staff. . . . EMI will be the first on the scene with eefin craze with the single release by **Joe Perkins** from the Sound 7 Stage recording on London.

Big Loot Backs 'Camelot' Show

By GEORGE HILDER,
19 Todman Ave., Kensington Sydney, N.S.W.

The Australian premiere of the musical "Camelot" will be given in Her Majesty's Theater, Adelaide, November 30. The managing director of J. C. Williamson Theaters, Ltd., Sir Frank Tait, said that "Camelot" would have cost 100,000 pounds by its opening night compared with 75,000 pounds for "My Fair Lady." CBS already released the Broadway cast version.

The next local disk issued by CBS is by **Kenoy Shane**, regular vocalist on personal appearances with the **Atlantics**. . . . "It's Like Your Kind of Love" by **Sue Thompson** and **Bob Luman** is receiving tremendous airplay in Sydney. . . . Castle Music acquired from Ardmore & Beechwood the Australian rights to America's No. 1 record "My Boyfriend's Back" by the Angels. . . . Ivan Mogull Music catalogs continue with the acquisition of the **Major Lance** disk "The **Monkey Time**" on CBS, also "A Man's Temptation" by Gene Chandler, and "A Woman With Soul" by Jerry Butler on the Vee Jay label.

RCA's **Johnny Devlin** has signed another instrumental group **The Midnighters** and vocalist **Rod Dunbar** for the local RCA roster. . . . H.M.V Records released the Arlen single "Bust Out" by **The Busters**. . . . London Records arranged a single deal with Teardrop Records for the release in this country of "Talk to Me" by **Sunny and the Sunglows**. Two well-known recording musicians passed away this week. **Les Black**, pianist and dance band leader, died at the age of 55. **Marie Ormston**, formerly station pianist for radio Station 2SM, the Australian Amateur Hour and Regal Lonophone Records, died August 31.

Folk singing has caught the speculative eye of the Australian entrepreneurs. Three of them have submitted bids for **Joan Baez** to make an Australian tour within the next four months.

Pete Seeger's successful tour which has just concluded, undoubtedly has fanned enthusiasm for folk singing here. . . . **Johnny O'Keefe** has a new single on the Leedon label of the old number "Shake Baby Shake" with new lyrics written by O'Keefe, and the music is controlled by Leeds Music. . . . **Barry Gibb**, of the **Bee Gees** vocal group, has signed a contract with Belinda Music to write exclusively for that company.

Slim Dusty has a new album released on local Columbia featuring medleys of "Aussie" songs of the past and present in sing along form. . . . **Frank Ifield's** "Born Free," an LP recorded in England, features 14 c.&w. tunes. The record will be on sale early November to coincide with his visit to Sydney during December.

When In Argentina, Do as the Romans Do

By RUBEN MACHADO

BUENOS AIRES — Italian pop music is trying to reach the importance which titles like "Volare" gained in Argentina years ago. New ones like "La Terza Luna," "La Partita di Pallone," "No hay nadie como tu," "A mi edad," "El baile del ladrillo," "Guarda come dondola," are getting strong play.

Among these successful titles originating in Italy, the biggest names are Rita Pavone, of whom Victor issued a long play and several singles; Eduardo Vianello, Perino di Capri (Odeon), and Adriano Celentano now distributed by Fermata Productions.

An interesting case is that of Neil Sedaka. Victor first issued the English version of "La terza luna" but the public insisted on the Italian version, which has sold more than the first. The same has happened with "Il tuoi Capricci," also by Sedaka.

Quite a few of these Italian songs have been recorded in Spanish. For example, "La terza luna," by Marty Cosens (Victor); Juan Ramon (Disc Jockey), Monica Lander (Odeon), Donald (Music Hall) and Carlos Guillermo (Philips). "Guarda come dondolo" recordings in Spanish are by Los Azurros (Music Hall), Tony Villar (CBS), Jolly Land (Victor), Juan Ramon (Disc Jockey), Dany Martin (Philips) and Pocky Evans (Odeon). There are even more titles becoming favorites from the same source, such as "Cuore," "Gracias de nada disculpe."

Among the tropical rhythms, first place has been taken by the music of Columbia. La cumbia was introduced by Los Wawanco (Odeon) and superceded la pachanga, the cha cha cha, the merengue, etc. The three long-play records issued by Los Wawanco are big sellers at the moment.

EIRE

Local Smash Cuts Into Elvis' Swag

By KEN STEWART
Irish Times Ltd., Dublin

Two Sunday-night jazz presentations of modern and traditional music will be staged by the Blue Note Club at the Intercontinental Hotel, Dublin, in association with the current Theater Festival. Among those featured are the **Ian Henry Trio, Jazz Heralds** and the **Louis Stewart Quartet.** Both concerts will be directed by **Adrian Cronin.**

Quite surprisingly, sales of **Elvis Presley's** original version of "Kiss Me Quick" have suffered because of formidable opposition from the local **Brendan Bowyer** disk, which attained its current top chart position just a few days after being released. . . . Two Gael-Linn disks, "An Poc Ar Buile" and "Reacaireacht an Riadaigh," have been chosen to represent Irish music at an international record exhibition opening in Barcelona, November 14. . . . **Telefis Eireann** announced a national talent contest with a first prize of approximately $280 and two round-trip tickets to New York for the World's Fair. . . . One of the leading Irish showbands, the **Clipper Carlton,** flew to the U. S. for their fourth tour, which may include a Las Vegas date.

HUNGARY

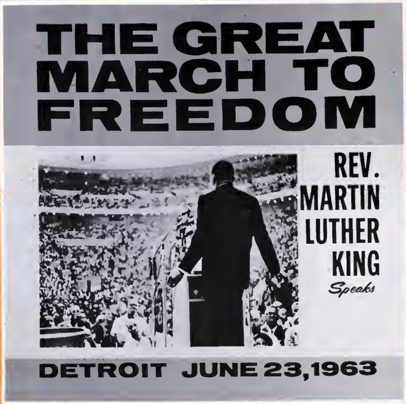
Ferencsik Will Tour U.S. West

By PAUL GYONGY
Dere Kutca 6, Bodapest

Budapest State Opera director **Janos Ferencsik** left Edinburgh for the United States where he will conduct opera performances and concerts in Los Angeles and San Francisco. Ferencsik will spend two months in the States.

Jeno Horvath, one of Hungary's top pop cleffers, is in Montreal, Can., where he will fulfill a three-month contract in a Hungarian restaurant as guest pianist. Horvath has some 50 hits to his credit and created a special style of sound with a tinge of gypsy. This might have much appeal for Canadian and Americans of Hungarian origin.

(Continued on page 44)



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BILLBOARD ALBUM REVIEWS

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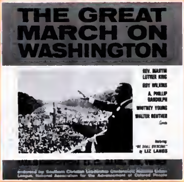

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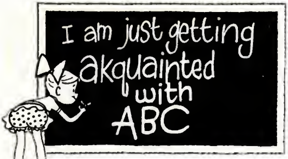

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International News

• Continued from page 42

The artist is one of the few hit composers holding a composer's diploma of the Budapest Music Academy. Horvath intends to visit the United States after his performance in Canada.

At the end of September the Hungarian Post Office will issue a stamp with the portrait of the late composer **Leo Weiner.** Only two other Hungarian composers have been honored likewise in the past: **Ferenc Erkel** and **Bela Bartok.**

There has been a steady increase in TV and radio listeners in this country. In the first six months of the year some 80,000 TV and 40,000 radio sets have been sold. On June 30 TV subscribers numbered 404,000, paying monthly fees of more than 20 million forints (around $860,000 dollars). Radio subscribers number 2,430,000, paying monthly fees of more than 23 million forints (around $1 million).

The Hungarian retail record business will get a strong uplift through an EP which has been recorded by **Vico Torriani** for the State-owned Qualiton label. Torriani, who is a Decca artist, recorded four hits with special permission of his recording company.

The record will be sold exclusively in Hungary, and the recording company hopes for a sale of more than one-quarter million copies. It is also the first time that royalties will be paid to a recording artist, amounting to more than 5 cents per record, it is said.

ISRAEL

City Folks Dig Charles Aznavour

By AZARIA RAPOPORT
73, Ahad Haam St., Tel Aviv

Charles Aznavour, French actor-singer-composer, played to capacity audiences in Tel Aviv's huge Tel Aviv Cinema three nights in a row. Popular through his records and pictures (having been seen most recently as the tiny Jewish soldier, Samuel Goldman in "Taxi to Tobruk"), the sale of Aznavour records (pressed locally by Hed Arzi) soared in all major stores, while in smaller towns the magic of his French charm and sad love songs failed to fill even medium-sized auditoriums.

Two more performances have been scheduled for British singer **Cliff Richard** after four of his spectaculars in Tel Aviv had been sold out within two days. The enthusiastic reaction to Richard's visit have caused certain worries to the agents who are planning a visit of another French singer. The visit by **Jean Claude Pascal** has been postponed a number of times and is therefore likely to take place this time no matter what happens. He is to appear in night clubs and in concerts.

ITALY

Pop Acts Light Up New Casino

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome

Popular songs have managed to put the new Casino at Taormina, where single admission charge for one time is $13 per evening, over the top. The week-long song festival, which featured **Chubby Checker, Petula Clark, Abbe Lane** and **Xavier Cugat,** among others, was one of Italy's most successful pop music shows.

Alida Ferrarini, who won the Clan Celentano New Voices competition in which more than 4,000 singers were entered, is out with her first disk, "From 40 Years and Older" and "It is Only You," but the label is Pathe which she preferred to that of the contest sponsor. . . . Voce del Padrone, which has had considerable success with recordings of recitals on French variety stages, has now brought out **Edith Piaf** and **Theo Sarapo** in their "Recital 1963 at the Bobino." . . . **Emannele Daniele** of Sidet, song publishers, is off for New York and Hollywood to confer with Widmark on U. S. rights to "My Mandolin" by **Giampero Boneschi,** and to arrange with **Buddy Kaye** to do English lyrics for "Our Age," current Italian teen-age hit.

In her new TV show for RIA; **Anna Moffo** will act as well as sing opera, pop songs and spirituals. . . . Decca Dischi Italia now is distributing Angelicum. . . . Summer recordings at RCA's studios included complete editions of "Falstaff" and "Rigoletto" and recitals by **Licia Albanese** (music of **Rene Leibowitz**) and selections from Puccini's and Massanet's "Manon" by **Anna Moffo, Giuseppe de Stefano** and **Flaviano Labo.** . . . Coincident with the reopening of the Ecumenical Council, RCA has issued "The Sounds of the Churches of Rome."

Only Italian artist in the top selling 30 disks in Italy who was known five years ago is **Domenico Modugno.** . . . Unending phenomenon in sales is the recordings of **Mario Lanza,** who is the subject of RCA's second volume in "Arias From Italian Opera."

JAPAN

Korean Disks Pester Trade

By J. FUKUNISHI

Several Korean versions of "Sukiyaki" are being issued in Seoul. However since Korea is not a signatory to the international copyright convention, the Japanese composer cannot make a cent on those disks. One of the records, which was issued by the New World label, contains the remark that, because of the copyright law, an unauthorized recording was made.

Asahi Sonorama is releasing two regular singles (not vinyl records) pressed from Barclay masters: Sound tracks from the pictures "Melodie en Sous-Sol" and "Scheherazade." Barclay's contract with Asahi Sonorama expires at the end of September, with the pressing right moving to King Records, but Asahi succeeded in obtaining King's consent to sell those two singles for six months to come. . . . Toshiba Records is merchandising a complete album of "Cosi Fan Tutti" directed by **Karl Boehm** who is coming to Japan shortly.

NORWAY

Richard Eligible For Silver Award

By ESPEN ERIKSEN
C/o Verdens Gang, Oslo

The **Cliff Richard** Columbia disk "Lucky Lips," issued in Norway by Iversen & Frogh A/S, this week passed 25,000 sales and qualified for a Norwegian Silver Disk, handed out by the newspaper Arbeiderbladet. The silver disk will be sent to EMI in London, which will present it out to the British artist. Cliff Richard previously had one silver disk in Norway for "Livin' Doll" in August, 1961.

Wenche Myhre, who was introduced in the big way here with parts in three movies and a series of recordings, was launched in Sweden this week with the record that has reached the Norwegian Top 10, "Ei

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Snerten Snelle." The Triola disk will probably be issued in Sweden on the Karusell or Metronome label.

The Norsemen, a local vocal quartet (who has had there records while with Norsk A/S Philips), now moves to Egil Monn Iversen A/S and will be recording on the Triola label, the diskery's label for domestic issues. . . . Also this autumn auditions will be held to pick a series of Norwegian pop singers to sing in the Swedish Folks' Parks next summer. The day will be September 26, and all the directors of the gigantic Swedish Folks' Parks organization will come to Oslo to view the talent.

Four new recording companies have been founded in Norway during the last few years and three of the indie directors have launched their wives on wax. **Egil Monn- Iversen's** wife **Solvi Wang** is on the Tiola label; **Per Gunnar Jensen** presents his wife **Bjorg** on Manu and **Sigurd Jansen's** wife **Marie Odegaard** is on the Cue label. Of these, Solvi Wang is the better known, a star on the stage and a member of the vocal quartet the Monn-Keys. . . . Nor-Disc A/S is issuing the first **Nora Brockstedt** recording in almost a year when the thrush this week is out on the Karusell label with "Danke Schoen" c/w "Nora's Bossa Nova."

She's as Good As Presley

By **ESPEN ERIKSEN**
C/o Verdens Gang, Oslo

A new recording by one of Norway's more popular songstresses, **Wenche Myhre,** was issued by Egil Monn Iversen this week on Triola. The melodies are "Gi meg en cowboy til mann" (Give Me a Cowboy for a Husband) c/w "Mitsou." Miss Myhre this week managed what only **Elvis Presley** had done before her. She entered the charts with both sides of one platter. After a number of weeks represented by "Ei snerten snelle" on Triola, the flip side, "Bli med ut og fisk," this week entered the Top 10 as compiled by newspaper Verdens Gang.

Ray Adams' rendition of "De tusen sjoears land" passed the 22,000 copies sales and it is expected that the Manu record will pass the 25,000 sales within a few weeks and qualify for a silver disk. Last time any Norwegian artist received a silver disk was when the **Monn Keys** (a little more than a year ago) received the prize for "Ah Maria jeg vil hjem til deg" on Triola.

RCA's best selling songstress in Norway, **Grynet Molvig,** has a new record sung in Swedish. The platter will be issued both in Norway and Sweden. Later on the thrush will be introduced on the Telefunken label in Germany with the tunes "Sing die sentimentale Melodie" and "Und die Musik spielt dazu," accompanied by **Rudi Bohn** and his orchestra.

Correction

A recent issue of Billboard stated that diskery Iversen & Frogh in Oslo had issued a series of new domestic recordings on the Triola label, among the artists **Arvid Johansen** and the **Sisters Bjorklund.** It should, of course, be the Egil Monn Iversen firm.

MUSICAL NOTE ANNIVERSARY

POMPOSA—Musical institutions have taken little note of an anniversary being celebrated by a Benedictine Abbey in this seashore village of less than 5,000 inhabitants in the Province of Ferrara along the Adriatic. It is the Ninth Centenary of the raising of the Campanile where the monk Guido d'Arezzo composed his music and reduced them to musical notes for the first time—the origin of the Guidonian scale. The exhibit includes some of Guido's original manuscripts.

PHILIPPINES

Liners to Use Local Music

By **LUIS MA. TRINIDAD**
264 Escolta, Manila

The Philippine Tourist and Travel Association donated tapes of Philippine musical airs to the American President Lines to be played on board APL liners for the benefit of passengers.

Rosendo E. Santos Jr., young Filipino composer, has two new masses scheduled for separate autumn performances in the U. S. this October. The Franciscan Fathers of Philadelphia will perform a male chorus arrangement of Santos' Mass of Saint Francis in a concert on October 19. The other Mass is the modern Missa Academica for mixed chorus with a brass ensemble and organ for accompaniment, which was commissioned by the Catholic University of America for performance during the Mass of the Holy Ghost and solemn opening of the academic year Sunday, October 6.

POLAND

Ars Polona Ties With SESAC

By **ROMAN WASCHKO**
Warsaw 22, Glogera 4

Ars Polona has concluded an agreement with the SESAC firm, according to which will protect copyrights of music by Polish composers abroad as well as in cases of American or Canadian orchestras playing music by Polish composers. The SESAC firm has been protecting Polish copyrights in the United States for 30 years now.

SESAC will also popularize contemporary Polish music in the United States and Canada, and Ars Polona will maintain a constant supply of advertising material, such as record catalogs, tapes, recordings and the like. This is the ninth agreement of this kind to be drawn up by Ars Polona over the past 12 months.

According to latest figures, Poland, with a population of 31 million, has 1 million phonographs, 5 million radio sets, and 1.1 million TV sets. Disk music is put out on three labels:

1. Muza — for classical and folk music, the spoken word and sometimes pops.
2. Pronit—for pop music.
3. Veriton—for religious music.

Muza, however, is fast becoming the most popular label.

Ars Polona has also signed an agreement with Deutsche Grammophon which will provide for areas of co-operation, such as exchange of tapes, mutual pressing of disks cut by Polish and West German recording firms, mutual record promotion and in certain cases even co-production.

SPAIN

First-Class Talent Scout

By **RAUL MATAS**
32 Av Jose Antonio, Madrid 13

Pierre Brun, French ork leader, spent a few hours here looking for new talent before going to U. S. to perform on the **Danny Kaye** show. Brun witnessed the debut of **Tito Mora,** the young, new singing sensation at Florida Park. **Bill Caram,** from RCA, introduced the star. Mora is the brother of **Ana Maria Olaria,** the Spanish star who recently had a stormy welcome as "The Merry Widow" in La Zarzuela Theater here.

Black Magic is the name of a small Indonesian group who has scored with fans and critics in Madrid in its first engagement on clubs, radio and TV. . . . RCA releases "Rhythm of the Rain" by **Silvie Vartan** and **Rita Pavone's** big hit "The Football Game." Same company has signed poet **Manolo Alcantara** (literature and poetry prize winner) as a lyric songwriter. . . . "Welcome Love" (Bienvenido amor) by Argentinian **Palito Ortega** is having much success here recorded by the young Spanish "new wave" singer **Nella Colombo** (Zafiro).

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N. Y. Radio-Shift Rumors Sizzling at Fever Pitch

By GIL FAGGEN

NEW YORK — Rumors and speculations reached fever pitch in the trade last week on the ramifications of announced (and unannounced) personnel and programming changes in the nation's largest radio market.

WNBC's abandonment of the "modern pop" music format (cautiously inaugurated less than a year ago) for "adult music—directed toward the grown-up and mature individual," has carried with it the replacement of Jerry Marshall in the 7:05 to 10:30 slot by WNBC stalwart Wayne Howell.

"The base of music selectivity has been widened to include semi-classical, standards, show tunes, new selections and many other types," said George Dietrich, station manager. "Just so long as it is a good performance, vocal or instrumental of an adult, melodic tune," he said, "we'll play it."

"We will not play anything in the hard music category," Dietrich emphasized.

The NBC flagship's forsaking of larger audience prospects for perpetuation of a highly elusive and fuzzy image has reportedly raised serious doubts as to the futures (with NBC) of station manager George Dietrich, program manager Bill Schwarz, and associated air talent Big Wilson, Steve Woodman and Keith Rich.

The dismal rating and profit and loss picture of the NBC owned and operated station dating back well before the Dietrich-Schwarz regime triggered the format reversion by order of Messrs. Kintner and Sarnoff.

Robert Kintner, president of NBC, was quoted several months ago as saying he would rather close down the station than allow it to play rock and roll.

WINS Changes

Art Ford's departure last week from the WINS all-night show in order to enter into films and radio production has re-ignited reports echoing throughout the industry for months of the imminent departure of WINS morning man Dick Clayton. Clayton, who is currently engaged in end-of-contract negotiations with WINS, has been reported making the rounds of Gotham stations. It appears to be only a matter of time.

Dom Quinn, WINS program manager, has also been grist for the rumor mills. WINS general manager Mark Olds labeled the reports as completely without foundation.

"Any rumors, reports or conjectures about Quinn leaving the station are absolutely baseless," Olds declared.

Also blowin' in the wind are reports that Sam Holman, recently removed as WABC program director and deejay Scott Muni will exit the station. Top WABC execs said this week that no personnel changes are being contemplated at this time. Both men are under contract.

WHN Switch

Near the bottom of the rating heap, along with WNBC is Storer's WHN which has been steadfastly holding on to an easy listening, soft music format in the wake of sagging ratings.

Storer program vice-president, Grady Edney, visited here two weeks ago for a series of discussions with station brass. Strong conjecture in broadcasting circles is that the 50,000 watter may soon take a path leading to a format based on the highly successful Storer Philadelphia station, WIBG.

Schenkel Touches All the Bases

By GIL FAGGEN

NEW YORK — Across-the-board sports programs on radio these days are as scarce as hen's teeth. Many radio stations have relegated the world of sports to all-too-brief mentions tacked on to newscasts.

Sports fans the nation over may find solace in one of the most comprehensive sports programs on the air today, "World Wide Sports," aired daily on the CBS Radio Network.

The program is distinctive in several areas. Firstly, it's fifteen minutes (hits net at 7:15 p.m.) allowing for significant coverage. Secondly, it is excitingly produced; and last, but certainly not least, it is piloted by Chris Schenkel.

"World Wide Sports," written and produced by John Chanin and is handled much the same as a top local or net news show. Six or seven direct reports are aired each night during the 15-minute segment. The show also features several cut-ins from overseas which truly makes it a world-wide sports show.

The beeper, direct and tape reports are laced together effectively and neatly by Schenkel who acts as the show's anchor man. Chanin and Schenkel on occasion use an entire program for a sports feature, delving in depth into a facet or development in sports.

The fast moving show does not concentrate wholly on big league sports, allowing for coverage of the minor leagues,

(Continued on page 48)

THE SUCCESSFUL SPORTSCASTER today is a highly versatile one, covering everything from major league baseball to steer roping. Chris Schenkel (center) is on the spot with coverage of the recently televised Intercollegiate Rodeo Championships. The action is being provided by Marie Mass, Colorado U. Goat-Tieing Champ.

CHRIS SCHENKEL (left) checks over run-down of evening CBS Radio sports show with producer John Chanin.

NEWS REVIEW

WINS Tackles Pair of Hot Ones

NEW YORK — A power-packed hour of thought and emotion-stimulating radio was presented by WINS last week (1).

"Program PM," the late night talker, led off with a comprehensive but succinct roundup of the Valachi hearing, spotlighting only the most important of the mobster's statements. The special report was neatly packaged by Jerry Landay's WINS newsmen.

Jim Gordon, "Program PM's" host then segued to a 45-minute discussion of homosexuality and lesbianism which resulted in one of the most courageous and educational radio segments I've ever heard.

Under the guidance of producer Murray Burnett, Group W reporter, John Reavis traveled to another city to attend a regularly scheduled meeting of the Mattichene Society (homosexuals) and Daughters of Bilitif (lesbians). Comments were recorded from members of both groups that were penetratingly revealing.

Burnett invited Dr. Howard Davidman, associate professor of psychiatry at the New York Psychiatric Clinic to join Jim Gordon in discussing the comments and revelations made on tape by members of both groups.

Dr. Davidman's observations of the taped comments no doubt did more to educate thousands of listeners to the problems of homosexuality and lesbianism and foster an understanding of the subject than a library of books, pamphlets or less frank academic discussions combined.

The program and WINS are to be saluted for not only courage to enter a heretofore forbidden area, but for the good taste used in presenting the subject. Above all, it is an excellent example of how radio can educate in the public interest without boring the listener to death.

Radio-TV PROGRAMMING

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VOX JOX

By GIL FAGGEN

SOUND OFF: Here's an opportunity for all deejays to have a crack at the Lafayette, La. market. **Skip Broussard** of KXXW there is inviting deejays to tape congratulatory messages to the rocker which is preparing to blast forth with 10,000 watts. Staffers are **Larry Dickson, Bruce Matthews, Sammy Shaeffer, Sandy (Bald Eagle) Kaplan** and Broussard. P.D. **Bob Mehaffey** will return all tapes.

WMCA's **B. Mitchell Reed** greets the **Callicoats** during the gals' recent promo visit here on behalf of their Spiral waxing "The Bitter End." The gals are (l. to r.) **Sally, Sherry, Naomi** and **Mary.**

SO WHERE'S the records? **John Shannon,** new music director at KPET (Lamesa, Tex.) needs disks for his top 40 and country format. . . . WETT (Ocean City, Md.) has switched to top 40 and p.d. **Jack Gillen** has put in a call for wax. . . . **Herb Sims,** remoting his 8 p.m. to 1 a.m. stanza on KTAR (Phoenix) reports he's not getting the best service from MGM, Decca or Mercury. Is anybody, Herb?

Among the more gutsy approaches to programming has been taken by WJRZ (Newark) which featured the unedited original cast LP of "Who's Afraid of Virginia Wolf?" The response was so favorable that the outlet will repeat same on October 19. Next is "School for Scandal."

HOOTIN' ALONG: Paul Christy is featuring folk music nightly on his WKMI (Kalamazoo) show appropriately called "Kazootenanny." Show has large following from three area colleges and Christy is misty for disks. . . . WSB Radio (Atlanta) staged a "Hootenannee" (notice Southern spelling) at the Southeastern Fair recently. The station's **Bob Van Camp, Jimmy Dunaway** and **Bob McFarland** presented engraved trophies to the winners of a songfest. . . . WWDC (Washington, D. C.) has begun a nightly "1260 Hootenanny Show" giving the best in area amateur folk singing talent a chance to earn a professional night club engagement. **Earl (Big Hoot) Robbin** is emsee.

BUDDY'S BACK: Buddy Dean, host of the top-rated WJZ-TV (Baltimore) afternoon teen dance show for the past six years, returns this week to WITH Radio for the 6 to 9 show. Dean, who will retain his show on WJZ-TV, has been hired to help win the rating battle with rock-rival, WCAO. Dean will be paid on the basis of rating points earned. Buddy's show on WITH was a winner before he left in 1957. Another WITH old-timer is included in the segue. **Hot Rod Hulbert** moves from Philadelphia to Baltimore for a p.m. show.

James R. Gallant, former WJJD staffer, appointed assistant program director at KYW (Cleveland).

Chet Collier, program manager of KYW-TV (Cleveland) has been named general manager of WBC Productions, Inc., Calif., and executive producer of "The Steve Allen Show" replacing **Joel Chaseman** appointed to a top executive post with Group W in New York effective in December. Collier helped develope the highly successful "Mike Douglas Show" now aired on all Group W TV outlets. Chaseman was program manager of the company's Baltimore outlet, WJZ-TV before going West.

WAKE (Atlanta) is reported now pursuing a subdued "middle-of-the-road musical course." Shades of **Paul Drew!**

PROGRAMMING NEWSLETTER

Calling Turn on Promotion Men

By BILL GAVIN
Contributing Editor

Record promoters are the personal points of contact between broadcasting and the record business. As is well known, the relationship between the two is not the smoothest. Some of the rough spots are created by inept promotion people.

In daily contacts with radio people throughout the country, I hear a large number of complaints about members of the promotion fraternity. Some of the annoyances are petty, some are serious. I have tried to sum up DJ views on promotional irritants in the form of the various types below, following where possible verbatim quotes from my friends in radio.

The liar: Examples: "I brought you that record last week." "I don't know how the other station got that exclusive. The publisher must have sent it to 'em." "It's already sold 20,000 in Chicago, and we're back-ordered up here." "Their manager and I are just like that. Make it a pick and I'll get 'em for your hop." This man will say almost anything to get his record played.

The big shot. He thinks he's doing somebody a favor by dropping in. He calls the record librarian and asks her to arrange lunch or dinner dates with the DJ's. He's from the big town—works for the big company. He talks about how important he is in the organization—how the a.&r. men ask his advice—how chummy he is with the big name artists. He's doing you a favor to let you play his records.

The griper: Business is terrible, he says. Nothing is selling. Those short play lists are crazy. It's a conspiracy by the radio stations to kill the record business. How can a manager be so stupid? Retailers won't order new records—just the top 40. The other promoters are all liars. The boss expects him to get all his records played, but how can he do that on such a miserably small expense account. He got up at 5 a.m. to take that visiting artist for a TV appearance, but the guy slept in. You can't win.

The know-it-all: He's the one who tells you that all the other stations are playing the record. It jumps 30 places in the Billboard chart this week. This is the side we're working on, he says. If you like the flip, well—lots of luck. His idea of promotion is to tell you which side he likes. All the top DJ's in the country are his personal friends and they're all wailing on his records.

The Gossip. He knows all the dirt about everybody. He spreads enough rumors to fill a newspaper. So-and-so is breaking up with his wife. So-and-so is getting fired. And so on. You'd never guess that he is being paid for promoting records. His chief delight is in promoting suspicion.

The snoop: He tries to read all the letters and memos on every desk in every office he enters. He's a master at reading upside down printing. He picks up odds and ends of papers on the desk. It's hard to tell what he's looking for or what he finds out, but whenever he comes in the door, any confidential papers on the desk had better be put out of sight.

The loud mouth: He tries to dominate every conversation with his voice. He talks too much—he interrupts—he shouts. He many not have anything important to say, but he makes sure that nobody else gets a chance. He can't even keep still while his record is being auditioned—snaps his fingers, jumps around, and keeps talking about it. He barges in on other people's conversation. He pushes in anywhere. It's practically impossible to insult him.

The jelly fish: This man is running over with flattering remarks. The person he is talking to is always the greatest in the business—the greatest ear, the finest voice, the best ad libber. Name it and you can have it. He laughs at your unfunniest jokes. This kind of promoter is often very successful at his job. A surprisingly large number of DJ's are only too ready to believe every flattering word he says.

And so it goes. The cast of characters outlined above represents some of the more irritating personality traits encountered by radio people in their dealings with record promoters. Fortunately, these objectionable attributes are comparatively rare in their pure form. The majority of promotion people are pleasant companions and a credit to the record business.

St. L. Plans Big Hello for Clayton

ST. LOUIS—WIL-Radio and KSD-TV will put on a special welcome for Decca's new recording artist Steve Clayton when he makes the scene here November 1 and 2.

Clayton, whose current Decca waxing "He Will Call" and "Her Make-Up Kit" is the subject of a national push by Decca, is scheduled for a November 1 hop with WIL deejays Bob Osborne and Gary Stevens. The Balaban station will also run special daily promos beginning October 20 featuring Clayton's voice and record.

Clayton will make a personal appearance on Russ Carter's KSD-TV "Teen Show" on Saturday, November 2, and then be the star attraction at the Stix, Baer & Fuller, Celanese Datesetter Fashion Show at their Riverside store. WIL-Radio's Bob Osborne and Gary Stevens will emsee the special show which will feature Clayton doing "Her Make-Up Kit" and "He Will Call." A special tie-in has been arranged with Revlon on the "Kit" side of the record.

Stix is expecting between 3,000 and 4,000 teen-agers to attend the special show and autograph session following his appearance in the store's record department.

STEVE CLAYTON (right) chats with WJZ-TV's Buddy Dean during visit to Dean's top-rated afternoon teen dance show on Baltimore Group W station.

NOW HE (second from right) discusses record prospects with WHK staffers (left to right): Bob Friend, Kelly Kincaid, Chuck Chellman (Decca promo manager), and program director Eddie Clark.

Musical UN Fable Gets Unveiling

NEW YORK—WQXR, one of the pioneers in stereo transmission, premiered Sunday (29) an original musical fable based on the problems facing the United Nations entitled "Three Billion Millionaires." The stereophonic musical comedy record features Jack Benny, Carol Burnett, Wally Cox, Bing Crosby, Sammy Davis Jr., Judy Garland, Danny Kaye, George Maharis, Terry-Thomas and Ambassador to the UN — Adlai Stevenson.

The record album—the first original musical created expressly for records—was introduced to key UN delegates and personnel several weeks ago. Later this fall it will be released to the public.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most populer middle road records of the week. Renk order here is besed on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1	BLUE VELVET, Bobby Vinton, Epic 9614	10
2	2	WONDERFUL! WONDERFUL!, Tymes, Parkway 884	9
3	6	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	7
4	3	DON'T THINK TWICE, IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	5
5	4	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	6
6	5	TALK TO ME, Sunny & Sunglows, Tear Drop 3014	6
7	17	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	4
8	8	TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	6
9	13	THE GRASS IS GREENER, Brenda Lee, Decca 31539	3
10	7	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	12
11	9	YOU CAN NEVER STOP ME LOVING YOU, Johnny Tillotson, Cadence 1437	10
12	10	MORE, Vic Dana, Dolton 81	10
13	11	TREAT MY BABY GOOD, Bobby Darin, Capitol 5019	8
14	20	SEPTEMBER SONG, Jimmy Durante, Warner Bros. 5382	6
15	18	MORE, Kai Winding, Verve 10295	15
16	19	I'M CONFESSIN', Frank Ifield, Capitol 5032	6
17	—	TWO SIDES (To Every Story), Etta James, Argo 5452	2
18	—	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	2
19	—	500 MILES AWAY FROM HOME, Bobby Bare, RCA Victor 8238	2
20	—	NIGHT LIFE, Rusty Draper, Monument 823	3

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of that time:

POP—5 YEARS AGO
October 13, 1958

1. It's All in the Game, T. Edwards, MGM
2. Rock-in' Robin, R. Day, Class
3. Bird Dog, Everly Brothers, Cadence
4. Tears on My Pillow, Little Anthony & the Imperials, End
5. Susie Darlin', R. Luke, Dot
6. Volare (Nel Blu Dipinto Di Blu), D. Modugno, Decca
7. The End, E. Grant, Decca
8. Little Star, Elegants, Apt.
9. Tea for Two Cha Cha, J. Dorsey Ork, Decca
10. Near You, R. Williams, Kapp

POP—10 YEARS AGO
October 10, 1953

1. St. George and the Dragonet, S. Freberg, Capitol
2. Vaya Con Dios, L. Paul-M. Ford, Capitol
3. You, You, You, Ames Brothers, RCA Victor
4. Oh, P. W. Hunt, Capitol
5. Ebb Tide, F. Chacksfield, London
6. Dragnet, R. Anthony, Capitol
7. Eh Cumpari, J. La Rosa, Cadence
8. Crying in the Chapel, J. Valli, RCA Victor
9. No Other Love, P. Como, RCA Victor
10. P.S.: I Love You, Hilltoppers, Dot

RHYTHM & BLUES—5 Years Ago—October 13, 1958

It's All in the Game, T. Edwards, MGM
Rock-in' Robin, R. Day, Class
Bird Dog, Everly Brothers, Cadence
Tears on My Pillow, Little Anthony & the Imperials, End
Topsy II, C. Cole, Love
Susie Darlin', R. Luke, Dot
Chantilly Lace, Big Bopper, Mercury
Little Star, Elegants, Apt
Volare (Nel Blu Dipinto Di Blue), D. Modugno, Decca
Win Your Love for Me, S. Cooke, Keen

HITTING NATIONALLY!
"HEY MISTER"
by
Dorothy Prince
M-PAC #7208

GETTING TREMENDOUS ACTION!
"EVERYBODY'S DANCIN'"
by
Harold Burrage
M-PAC #7210

GREAT POTENTIAL
"HAVE YOU SEEN (MY BABY)?"
by
Du-ettes
M-PAC #7209

ONE-DERFUL (!)/ M-PAC RECORDS
2642 S. Michigan Ave., Chicago 16, Ill. TEL.: 225-0583

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD

'Knowledge' Series

NEW YORK—"Frontiers of Knowledge," a television series of educational explorations, will be syndicated by Triangle Program Sales. Produced by the Triangle station group in co-operation with the University of Pennsylvania, the 25 half-hour documentaries have just concluded a first run on the six Triangle video outlets.

4 more New Hits From Mercury
"COME BACK" by JOHNNY MATHIS #72184
"SHE'S A FOOL" by LESLIE GORE #72180
"SPEED BALL" by RAY STEVENS #72159
"TWO TICKETS TO PARADISE" by BROOK BENTON #72177
Mercury RECORDS

Original Hit Version!
You're No Good
Dee Dee Warwick
Jubilee 5459
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

Schenkel Touches All the Bases

• Continued from page 46

amateur sports and even the World Softball Championships.

The man behind the mike on "World Wide Sports" is one of America's most successful and versatile sportscasters. A product of local radio, Schenkel worked his way to the top via stints at WKBV, Richmond, Indiana (the station where, I hear, Polly Bergen was a deejay); WLBC, Muncie, Indiana; KDKA, Pittsburgh, and WPRO, Providence, Rhode Island. Last month Chris began his 11th year as the TV play-by-play announcer for the New York Giants.

One of the most important factors in Chris Schenkel's success as a sportscaster is his thorough preparation. Chris spends as much as a full day gathering facts about players, coaches, etc., before going on the air. He is eager for coaches and players to drop by to "brainwash" him before a game.

"I try to absorb as many facts as possible and hope that they come to me during the heat of a contest," said Schenkel.

Schenkel's ability to bone up on facts makes his sportscasting accurate, as well as illuminating. Chris' over-all knowledge of many sports has also earned him the reputation as being among the most versatile sportscasters on the air today. Boxing, horse racing, golf or steer roping are all fair game for Schenkel's vivid description and tireless research.

A top sportscaster is as much in demand on as off the air and Chris, the father of two children, Christiana, 7, and Ted, 4, named after the late sportscaster Ted Husing, travels the length and breadth of the country regularly making speeches, emceeing sports shows or preparing for major football or golf games.

"In this highly competitive field—as in most others—unless you're busy and constantly on the go, they (sponsors, networks, etc.) don't want you," observed Schenkel.

At this point Schenkel excused himself to run over to a nearby studio to complete narration on a half-hour documentary about tennis in which he appears on camera with Australian titleholder Roy Emerson.

Tennis anyone?

SIMPLEMENT MAGNIFIQUE!
. . . In any language
"ONLY BEAUTIFUL"
by JERRY VALE
with Percy Faith and his Orch.
is a HIT!
On Columbia Records

ONE-STOP RECORD SERVICE
Complete line of Spirituals, R & B and Catalog Merchandise.
Write to be placed on our national mailing list.
We ship anywhere C.O.D.
Barney's One-Stop
1144 S. Kedzie Av., Chicago 12, Ill.
Phone: NE 8-9053

GAC Wants To Go Public

WASHINGTON — General Artists Corporation, representing talent, directors, producers and also acting as sales representatives for TV programs, has filed with Securities & Exchange Commission, seeking to register 150,000 shares of common stock for public offering, maximum price $7 per share.

Company prospectus shows a net loss of $887,605 in 1962, and a loss of $283,583 for the 28 weeks ended July 14, 1963. Proceeds from the stock sale will be used in part ($300,000) to pay short-term bank debt, remainder to go into working capital.

The company's parent firm, Baldwin-Montrose Chemical Company, owns 450,000 shares of common stock. In May 1963, Baldwin-Montrose contributed $794,329 to General Artists by cancellation of part of the indebtedness of General Artists to the parent firm. Prospectus shows balance of the indebtedness in a 6 per cent note due 1970 on an amount of $500,179. General Artists will use net proceeds of sale of $500,000 of 6 per cent convertible subordinated debentures due to be offered to certain officers of the company in 1970, to redeem the note.

General Artists has subtained losses over the past three years. Prospectus indicates that Baldwin-Montrose's investment in the company, including capital it contributed at a later date, is $6.95 per share.

CLARK'S DISK GUESTS LISTED

NEW YORK Record artists appearing on the Dick Clark syndicated radio show include:

Oct. 7: Major Lance.
Oct. 8: Garnett Mimms.
Oct. 9: Brothers Four.
Oct. 10: Roy Orbison.
Oct. 11: Angels.
Oct. 17: Steve Clayton.
Oct. 18: Bobby Darin.

QXR Network Goes Live From Coast to Coast

NEW YORK — The QXR Network will become the nation's newest interlinked net on Monday, October 21, when it starts transmitting live from coast to coast.

Affiliates in major markets will begin carrying five hours a week of topical interview and discussion programming. A program of business news and analysis is expected to be added shortly. Stereo FM music and drama series will be distributed to affiliates on tape in order to insure maximum quality.

Cities included in the new QXR FM-AM linkup are: Albany-Troy-Schnectady, Atlanta, Baltimore, Binghamton, Boston, Buffalo, Chicago, Cincinnati, Cleveland, Dayton, Detroit, Hartford, Indianapolis, Kansas City, Los Angeles, New York, Philadelphia, Pittsburgh, Providence, Rochester, San Francisco, St. Louis, Utica-Rome, Washington, D. C., and Worcester, Mass.

College Air Majors Set N. Y. Seminars

NEW YORK—The first annual College Majors conference, a two-day series of seminars for college seniors majoring in broadcasting and advertising, will be held Thursday and Friday, November 7 and 8, at the Hotel Roosevelt here. The International Radio and Television Foundation will sponsor the event, and the Association for Professional Broadcasting Education will collaborate in the planning.

WSB Full Time

ATLANTA — WSB Radio is now broadcasting 24 hours daily, six days a week. An additional four hours of broadcasting were added to the schedule September 22. On days WSB is not broadcasting football events the Clockwatcher will be heard with host Bob McFarland.

National Breakout!
FRANK CHACKSFIELD
"THEME FROM A NEW KIND OF LOVE"
London 9617
LONDON RECORDS

NOW HEAR THIS
"CLOSE MY EYES"
and
"HEY LITTLE DARLA"
BY
DON HUDSON AND THE "ROYAL KINGS"
DJ's, Write for Copies
East End Records
3329 W. 6th St., Fort Worth, Tex.

Watch This One!
DEBBIE DOVALE
"HEY LOVER"
R 4521
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

A Sure-Fire Winner!
"WILD"
C-274
DEE DEE SHARP
THE BIG ONES ARE ON CAMEO/PARKWAY

TONY RUSSEL
NICE GUYS COME IN LAST
#1007
b/w
LONG TIME BETWEEN KISSES
D.J.'s, Send for Copy
GREEN IVY RECORDS
329 East 24th St., New York, N. Y.
OR 9-1025

when answering ads . . .
Say You Saw It in Billboard

A DOUBLE BARRELED COMEDY BLAST!

EXPLOSIVE SALES GUARANTEED!
DEALERS: Buy 5, get 1 free on entire Dooto catalog!
DOOTO RECORDS
9512 SOUTH CENTRAL AVENUE LOS ANGELES 2, CALIFORNIA
LOrain 7-2466

CUSTOM RECORD PRESSING
Mastering—Processing—Labels
POLYMAX 100% ANTI-STATIC FACTORY CLEAN
SIDNEY J. WAKEFIELD
P. O. Box 6037, Phoenix 5, Ariz.
Direct Dial 602—252-5644

EUROTONE
Add year-round profits with a NEW line of International LP's and 45's
Eurotone International, Ltd.
1733 Broadway
New York City—CI 6-4724
Some distributor territories open
Contact: George Curtiss, Pres.

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.
CREATED BY RESEARCH CRAFT CORPORATION
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

Giants Off & Running; Lots of Spending Seen

NEW YORK — Two of the giants in the home entertainment business, RCA Victor and Zenith, officially kicked off their major fall selling drives last week with the biggest advertising, promotion and merchandising campaigns in each firm's history. Two other firms, meanwhile, Admiral and 3-M's, announced their own heavy fall drives.

With companies like these leading the way, the grand total of promotion planned between now and the end of the Christmas selling season is expected to give dealers the biggest merchandising helping hand they've ever received from the industry as a whole.

Admiral, for instance, is spending over $5 million on its push. The saturation drive will include full-color pages on its color TV, in national magazines between now and the end of the year. Also to be promoted: the new Admiral lightweight portable TV receiver, transistorized stereo phonos, FM-AM radios and portable phonos. The firm also plans a 5 million-piece mailing campaign of a 24-page consumer piece early in November. Each of these shopping guide brochures will contain a premium gift offer, redeemable at the Admiral dealer's.

A record tape recorder advertising campaign is being launched by 3-M's in behalf of its Revere - Wollensack tape equipment lines. Sales promotion manager R. E. Culligan expects the campaign to complete "half a billion sales calls" for his firm.

The drive started with a back-page ad in the September issue of Fortune, included a 10-day radio spot campaign on the Mutual network; ads in 47 editions of the This Week Sunday newspaper supplement; a series series of 19 spot announcements spread over seven weeks on NBC-TV's "Tonight" show; a newspaper and national magazine ad drive and TV sponsorship next January of Bing Crosby's National Pro-Amateur Golf tournament.

RCA got its message off with an eight-page ad insert in color featured in more than 200 Sunday papers last week (30). The buying guide type brochure pictures much of the product the firm is featuring this fall. Victor's campaign includes most major media—national magazines, network TV, radio and point of sale—and includes part sponsorship of the Walt Disney "Wonderful World of Color" TV show.

The Zenith drive also got off the ground last week in daily papers. Starting Monday (30), Zenith plans to run multiple insertions of two-color and black and white ads in 20 newspapers. National magazines will carry four-color and black and white insertions. The firm will feature its "Micro-touch" tone arm and its "free-floating" car-

(Continued on page 52)

THE 3-M COMPANY will sponsor Bing Crosby's National Pro-Amateur Golf Tournament next January as part of its continuing promotion drive on its Revere-Wollensack tape recorded line. Here, Crosby is shown trying out 3-M Revere's M-2 stereo tape cartridge system, one of the units getting the big build-up treatment in the merchandising drive.

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS • EQUIPMENT NEWSLETTER

Channel Master in Diversity Actions

NEW YORK—The home entertainment industry is going through great changes, and Channel Master Corporation, of Ellenville, N. Y., is going to be ready whatever way the wind blows. That's the substance of remarks and a presentation by Channel Master marketing Vice-President Harold Harris at a meeting held in the Americana Hotel here Wednesday (2).

Harris described his firm, which established itself in the business primarily as an antenna manufacturer, as one of the most "vertical" of all the companies in the industry. He said consumer preferences were constantly becoming more specific in terms of product types and that a company to be successful today must have diversity of product in all its lines.

Though it may appear that product demand, by types, levels off from time to time, Harris said that in any given year since the war, a study of the product situation five years before would show a wide variation in product needs over the course of the five-year period. With this in mind, Channel Masters has entered virtually the whole range of currently existing fields of home entertainment.

Starting with its basic product—the antenna—the firm displayed for the first time a series of newly developed combined HF-VHF antennas, to cash in on the expected vast increase in HF transmissions. Pointing to the fact that all TV sets manufactured after April 1964 will be capable of receiving both HF and VHF signals, Harris said this will ultimately be translated into great growth

(Continued on page 52)

equipment newsletter

By DAVID LACHENBRUCH • Billboard Contributing Editor • Editorial Director, Television Digest

FM STEREO, during 1963, has become a nationwide medium—and a nationwide selling opportunity. There are now 250 North American FM stations broadcasting at least part of their schedules in stereo. (This includes 12 in Canada.)

In the U. S., FM stations are broadcasting in stereo in 42 of the 50 States, plus the District of Columbia and Puerto Rico. As of this writing, 48 of the top 50 markets (in terms of population) are served with clear, local multiplex stereo signals—as well as many, many smaller markets.

Many of the larger cities have a wide choice of FM stereo signals. In Chicago, for example, seven stations are broadcasting in stereo now, with the recent addition of WXRT-FM. Detroit has six. San Francisco and Seattle have five each.

We've been watching FM stereo closely in this column — and particularly its emergence as a nationwide medium—because we believe it provides the greatest home music instrument selling opportunity since the introduction of the stereo disk.

Now that perhaps more than 80 per cent of the nation's population is within the range of FM stereo broadcasting, awareness of this new medium should increase rapidly. From the standpoint of the manufacturer, it's now worthwhile to advertise FM stereo on a national basis. It's no longer a regional market. Dealers, of course, can be in a position to capitalize on this promotion—even those in areas without FM stereo service now.

EARLIER THIS YEAR, we predicted that a million FM stereo receivers of various kinds would be sold this year. We believe this forecast is still valid; in fact, it may be somewhat on the low side as the result of introduction of large variety of new FM stereo receiving equipment.

The component high fidelity field often foreshadows trends in the packaged audio equipment market. Monophonic FM tuners in the component field have virtually been replaced by stereo tuners. In packaged goods, this trend will spread first to stereo phonographs. By the end of this year it's a good bet that nearly all radio-phonograph combinations and radio-TV-stereo combinations, except for the low-end models, will have FM stereo.

But right now FM stereo is something you must sell up to in the console field—since many console phonographs are available in three flavors; that is, without radio, with AM-FM and with AM-FM-stereo.

In the portable and table model phonograph field, an increasing number of high-end units are appearing now with FM stereo, extending the versatility of compact stereo instruments. Presently GE, Fisher, Emerson, Pilot, Symphonic, Phonola and others are offering various types of compact stereo phonos with FM stereo.

The biggest growth this year has been in the field of AM-FM stereo table model radios. Nearly all domestic manufacturers, and many importers, now have FM stereo table models.

BUT FM STEREO IS NEW. It doesn't sell itself. Many prospective customers haven't even heard of it, or are only vaguely aware of what it is. Helping to create an awareness of this new medium is where real salesmanship comes in.

FM stereo can be both an impulse item and a step-up item. In the packaged equipment field it's been largely a step-up so far. We have yet to see a store with a window streamer inviting the public to "Come in and Hear the New FM Stereo." If color television can be successfully merchandised this way—and it is—why not FM stereo?

Like color television, FM stereo usually has to be demonstrated to be sold. This means a good outdoor antenna, and knowledge of which local stereo station puts out the best signal—and the most easily demonstrable programming—in your area.

It seems inconceivable that any prospective customer should enter a store in search of a stereo phono or FM radio without being treated to a demonstration of FM stereo—and yet, in our own experience, this seems to happen more often than not. Just one question by the salesman—"Have you heard the new FM stereo?"—is enough to arouse interest in this latest radio development.

Salesmen should be thoroughly indoctrinated on FM stereo—what it is and how it works. Several radio-phono manufacturers have good booklets that will introduce them to it and give them the proper answers. Electronic Industries Association (1721 De Sales St., N. W., Washington) has an excellent pamphlet on FM stereo which should be must reading for salesmen.

ONE OF THE BEST WAYS to promote the sale of FM stereo equipment is through a tie-in with one or more of the local stereocasting stations. Some stations are aggressive and go out of their way to contact dealers and try to help them sell receivers. Unfortunately many stations aren't self-starters in this respect. But every FM stereo station wants to increase its stereo audience as rapidly as possible, and most of them will be anxious to help promote FM stereo.

In many cities one of the most persuasive arguments for buying a stereo receiver is the amount of programming available in stereo. Some stations will give you quantities of their program logs for free distribution — so that prospective customers can see what they're missing by not having stereo. Others have complete promotion kits, with window streamers, leaflets, etc. Most new FM stereo stations will be willing to give you advice on the best type of antenna installation for your store—some will even send a technician around to look it over if you're having trouble.

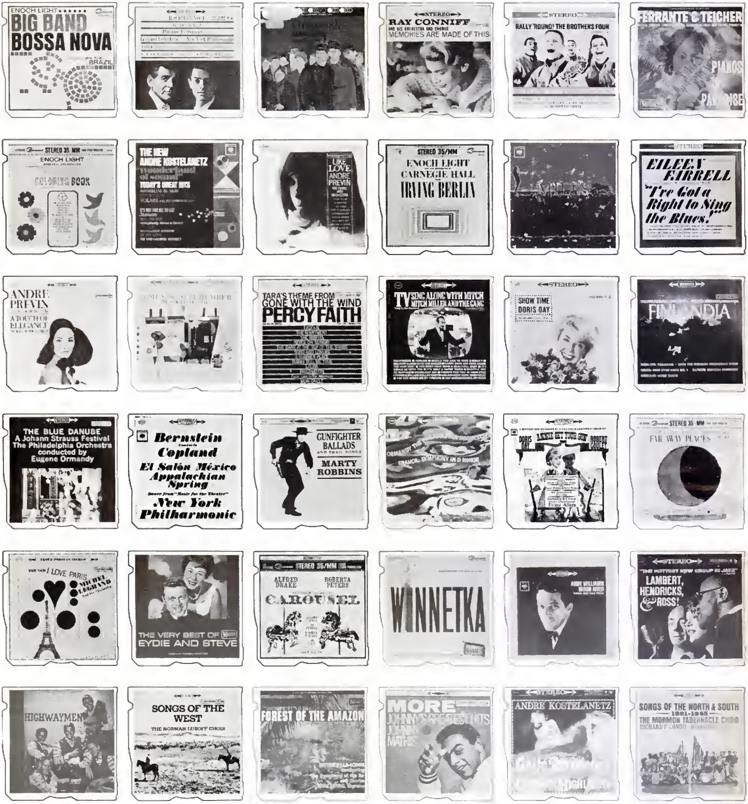
If you wait for people to walk in off the street and ask you about FM stereo, you're not taking maximum advantage of this new entertainment medium. On the other hand, if your store becomes "FM Stereo Headquarters," if every salesman is well informed about FM stereo and instructed to demonstrate it to every customer, if you are equipped to give a good demonstration, and to give sensible advice on installation — then FM stereo can be the most profitable part of your music equipment sales this fall and winter.

Van Stickler's our man for details

Besides being Fidelitone's Quality Control Expert and diamond cutter, Hendrik Van Stickler is our "chief catalogist," as well. His famous Fidelitone Needle Guide and Identification Key is the envy of the industry. Allows you to satisfy all customers with *no mail orders* necessary . . . speeds selection and sale of the right needle, every time. If needle sales are important to you, better ask your distributor about Fidelitone's popular Needle Guide and Fidelitone's quality and service. And that's a tip straight from Van Stickler!

FIDELITONE

Fidelitone, Inc.
Chicago 26
Illinois

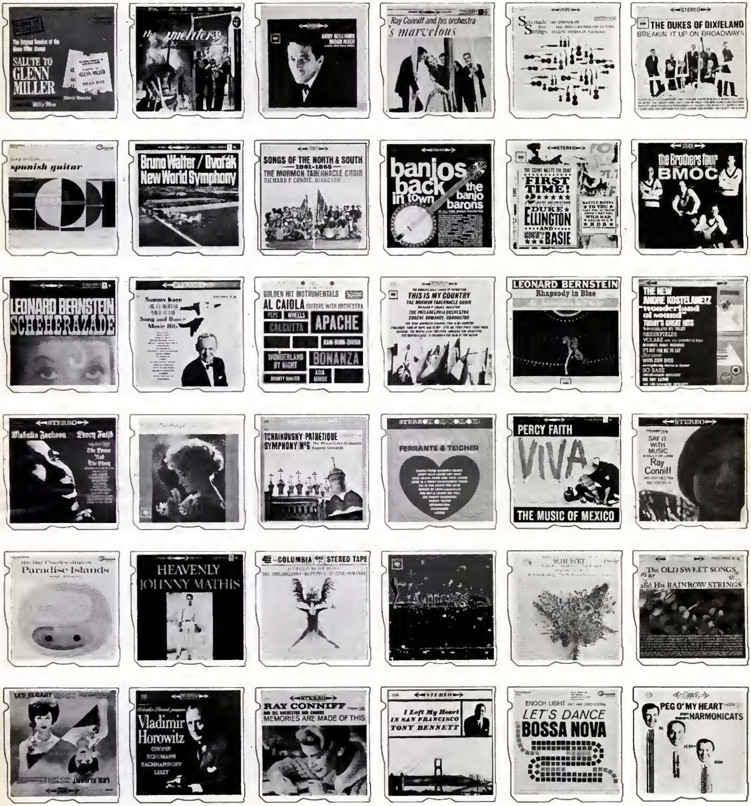


cartridge tapes...new names being added every day!

Some like it hot. Some like it cool. Whatever beat your customers love, the Revere Stereo Tape Cartridge System has it. The music is rich, full stereo . . . and automatic! Jazz . . . popular . . . show tunes . . . classical . . . blues . . . dixieland . . . you name it! The great recording stars and the great recording labels bring you the greatest music on tape—tape that threads, plays and then changes automatically!

Revere-Wollensak Division 3M COMPANY

St. Paul 19, Minnesota



All these artists (and many more) are now recorded on Revere

Channel Master in Diversity Actions

• Continued from page 49

for this field. The company also showed, in addition to the antennas, a series of HF adapter units for present VHF TV sets.

Also shown were a number of antennas designed for more sensitive fringe area reception and a host of indoor antennas for both TV and FM indoor reception.

Harris noted that his firm is now entering the "Play as you go" entertainment field in a big way. As an example he noted the success of the company's "swing-along" portable radio-phono, introduced earlier this year, which, he said, "led us into bringing out a line of mono and stereo portable phonos." These were shown at the meeting, along with two new portable TV models, a 16-inch unit and a miniature, an auto radio to sell at $39.95, a battery-operated portable tape recorder to list at $129.95, a walkie-talkie unit with a claimed coverage distance of up to five miles, a series of portable transistor AM radios and an FM transistor model.

Harris explained what some of his audience felt were higher-than-usual list prices by saying: "We're out to protect the dealer and give him a decent mark-up opportunity." He added that the company is also heavily in the TV picture tube replacement market and now ranks second in this business. The company has also recently noted the development of a replacement market for color TV tubes and has now also entered this field, he said.

The Crest of Good Living in
CINCINNATI
Ohio

HOTEL
Sinton

Finest in hospitality. Crystal Dining Room. Visit the Lamp Post Corner restaurant. Jet Chef for quick service. 700 rooms. Air-conditioning. TV.

FROM $6

Joseph Massaglia, Jr., President
Walter Latscha, Manager

Across the U.S.A. and in HAWAII
MASSAGLIA
HOTELS

- SANTA MONICA, CALIF. Hotel Miramar
- HARTFORD, CONN. Hotel Bond
- CINCINNATI, O. Hotel Sinton
- HONOLULU Hotel Waikiki Biltmore

CHICAGO MIDWEST HEADQUARTERS
BOOKING OFFICE 200 E WALTON DE 7-6344
World famed hotels
Teletype service—Television

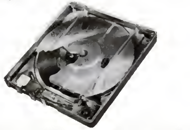
New Channel Master Units

CHANNEL MASTER'S Model 6675, a de luxe new automatic portable stereo phono with AM/FM radio.

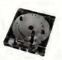
ONE OF CHANNEL MASTER'S new "play as you go" entries, a portable, battery-operated tape recorder, a six-transistor model (6545).

Performance and Profits

. . . in background music are yours with reliable VIKING tape cartridges.



Lightweight, drawn aluminum cases give VIKING tape cartridges exceptional regidity that lasts. Designed to perform with minimum tape friction when loaded with shortest tape length or when loaded to capacity. VIKING tape cartridges have stood the test of countless hours in broadcasting and background music applications, year after year.

Cartridges With Clear Plastic Cover			
Single coated tape standard loop	M4 to 375'	M6 to 850'	M8A to 1700'
Double coated tape moebius loop	to 275'	to 600'	to 1200'

Write Sales Manager For Information

IF IT'S USED WITH TAPE IT'S MADE BY VIKING

Viking OF MINNEAPOLIS, INC. / Your assurance of Quality in Tape Components
9600 Aldrich Avenue South, Minneapolis, Minnesota, 55420

Lots of Spending

• Continued from page 49

tridge in its stereo merchandising message.

In a related development, Pilot Radio last week announced a special "free floor plan" for dealers designed to make capital available for promotion and merchandising rather than tying it up in product. Pilot dealers for the current four-month period are required to pay for only that product actually sold.

On another merchandising level, meanwhile, Bell Sound is promoting its RT 360 tape recorder by including a five-pack of Christmas tapes free with each unit shipped to dealers. Tapes are for giveaway to customers with each purchase of the unit.

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

BEST SELLING
PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

BEST SELLING AM-ONLY TABLE RADIOS

POSITION				
This Issue	7/13/63 Issue	4/13/63 Issue	BRAND	% OF TOTAL POINTS
1	1	2	RCA Victor	25.0
2	2	5	Zenith	20.4
3	4	3	Magnavox	11.9
4	5	4	Motorola	8.8
5	3	1	General Electric	7.9
6	—	—	Emerson	3.8
			Others	22.2

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

7/13/63 Issue: Admiral (6); Olympic (7).

4/13/63 Issue: Admiral (6).

BEST SELLING AM-FM TABLE RADIOS

POSITION				
This Issue	7/13/63 Issue	4/13/63 Issue	BRAND	% OF TOTAL POINTS
1	1	2	Zenith	16.8
2	2	1	Magnavox	16.2
3	3	3	RCA Victor	13.6
4	5	6	Motorola	8.2
5	4	7	Panasonic	7.1
6	7	—	Masterwork	6.3
7	6	4	General Electric	4.7
			Others	27.1

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

7/13/63 Issue: Emerson (8).

4/13/63 Issue: Granco (5).

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

PHILIPS—Expires October 15, 1963. Started August 20, 1963.
A 12½ per cent discount on all new releases and catalog.

LIBERTY—Expires October 30, 1963. Started August 26, 1963.
Ten per cent cash discount off face of invoice for all new release and catalog product except Chipmunk albums. A 100 per cent exchange with product exchangeable after February 1, 1964. One-third payments due 10th of next December, January and February.

MONUMENT—Expires October 31, 1963. Started October 1, 1963.
"Monument Money-Makers" program on catalog. Buy six albums, get one free.

PRESTIGE—Expires October 31, 1963. Started October 1, 1963.
Miles Davis (7000 series) catalog items. Buy five, get two free.

PRESTIGE—Expires December 31, 1963. Started October 1, 1963.
On Prestige (7000 series), Prestige-Folklore, Lively Arts and Tru-Sound labels. A 10 per cent discount.

MOODSVILLE—Expires December 31, 1963. Started October 1, 1963.
A 25 per cent plus 10 per cent on Moodsville, Swingville, New Jazz, Bluesville, Near East, Irish and Prestige International labels.

REPRISE—Expiration indefinite. Started September 1, 1963.
A 12½ per cent discount on new releases.

DOOTO—Expiration indefinite. Started May 1, 1963.
On all Dooto album product—buy five, get one free.

ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963.
Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

COMMAND—Expiration indefinite. Started June 24, 1963.
One-free-for-six-purchased deal on seven new releases and entire catalog.

TAMLA-MOTOWN-GORDY—Expiration indefinite. Started July 15, 1963.
Buy six, get one free, on all new releases and entire catalog of all three labels.

WORD—Expiration indefinite. Started September 21, 1963.
Package offer of 50 albums units selected from 24 best sellers. Free display rack and 90-day deferred billing and full refunds on unsold merchandise at end of 90-day period for dealers.

Billboard Buyers & Sellers CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

FOR SALE — 100 ASSORTED NEW 45 RPM's, $8.50; $77 per 1000. Write Paul V. Lee, Record Distributing Co., 4546 So. Park Drive, Metairie 20, La. no2

FACTORY NEW 45's, 100 ASSORTED, $8. Factory new $3.98 and $4.98 list major brand LP albums $1.25 each asst. mono or stereo. Good selection now available. Hal Faktor, 4143 W. Armitage Ave., Chicago 39, Ill. CA 7-3722. oc12

HAYDN SOCIETY RECORDS
ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST
Send for current catalog
ESOTERIC, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.
National Distributors for HAYDN SOCIETY RECORDS

PROFITS ARE HIGH WHEN YOU ADD Guitars and other instruments to your record traffic store. A natural combo. Free catalog. Mica, Inc., P. O. Box 294, Westbury, N. Y.

RECORD LABELS LARGE OR SMALL
Put us on your d.j. mailing list so we can know when you have released a new record.
We want to know about your new records so you'll get maximum one-stop exposure in this important market area.
We work while others sleep!
JET ONE-STOP
4920 N.W. 7th Avenue
Miami 27, Florida
(305) 751-2473

WANTED
NEW RECORD COMPANIES
Send Samples.
We distribute in
PENNSYLVANIA
NEW JERSEY
DELAWARE
WORLD WIDE RECORD DISTRIBUTING CO.
1528 North Broad St.
Philadelphia 21, Pa.
POplar 5-1010

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

GUARANTEED RADIO PLAY—MORTY Wax National Record Promo Network, coast to coast. A complete program of disc jockey promo and trade paper publicity. Distrib. arranged. Morty Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap5

when answering ads . . .

Say You Saw It In Billboard

MISCELLANEOUS

DIVIDER CARDS
Dress up your racks for CHRISTMAS. Porcelain White Plastic Go Modern - Increase your sales - Speed up purchases - Economical Durable. We also sell 8X8 & 13X13 Record Mailing Envelopes.
415-658-0892
GOPHER LITHO of CALIFORNIA
BOX 812
BERKELEY, CALIF.

RECORD ACCESSORIES & DEALER FIXTURES

HIGH TICKET RECORD RACK—
HIGH PROFIT-MAKER!
Our #RR3X retails for $9.95, holds 120 records, triple brass plated, plastic wheels. Knocks down into small space-saver box.
See your distributor or write for latest catalog of the most diversified record rack line.
ART-PHYL CREATIONS
508W Frelinghuysen Avenue
Newark 14, N. J.
N.J.: BI 8-5100 N.Y.: WO 4-2565

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

MISCELLANEOUS

For Your Copy of
The Just-Published
INTERNATIONAL COIN MACHINE DIRECTORY
Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.
Cincinnati, Ohio, 45214
Price: $1.00 per copy

when answering ads . . .

Say You Saw It in Billboard

BUSINESS OPPORTUNITIES

"HOW TO GET YOUR SONG RECORDED"
Whether you're a "pro" or a beginner, this book is must reading. Contains information on:
- Your Song and What to Do With It.
- How to Make a Demo Record.
- Protecting Your Song and Yourself.
- The Songwriter and Performing Rights Societies
- Starting Your Own Record Label.

Plus: List of Active Record Companies, Leading U. S. Music Publishing Firms, Recording Studios and Wholesale Record Distributors of the U. S.

Written by Bob Rolontz, former music editor of Billboard and executive with record companies.

Single copy $2.50. Cash with order. Send check or money order to Watson-Guptill Publications, Inc., 1564 Broadway, New York 10036, N. Y., with this advertisement and your name and address. Copy will be sent postpaid. N. Y. C. residents add 4% sales tax.

Brand-New
"INTERNATIONAL MUSIC-RECORD DIRECTORY" & "BUYER'S GUIDE"
packed with
Pages & Pages of Names and Addresses
of Leading U. S.
- Record Mfrs.
- Music Publishers
- Record Distributors
- One-Stops
- Rack-Jobbers
- Coin Machine Mfrs.
- Coin Machine Distribs
- Parts Suppliers
- Special Services
- Importers & Exporters

Each listing arranged alphabetically and geographically by State.

Only Few Copies Left . . . $1.00 prepaid!

Send request and payment to: Billboard
Joe Pace, Dept. B
2160 Patterson St.,
Cincinnati, Ohio 45214

INTERNATIONAL PROFITS YOUR object? You can reach and sell your published songs, tapes, masters, services to leading music industry influentials all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A., it appears each week in Billboard.

WANTED FOR TV — UNUSUAL ANImals. Do you have a pet trained to do some really special and out of the ordinary trick? If so, there's cash for a TV appearance awaiting you or your pet. Write Box #516, c/o Billboard, 1564 B'way, New York 36, N. Y.

MISCELLANEOUS

ATTENTION, SONG WRITERS
BRIGHT TUNES PRODUCTIONS, INC.
and BRIGHT TUNES MUSIC CORP.
are looking for original song compositions for—
THE CHIFFONS, RANDY AND THE RAINBOWS, ANDREA CARROLL, THE FOUR PENNIES, THE WONDERS, THE SUMMITS, TOWNE CRIERS and THE TOKENS, as well as other artists.
SEND DEMOS ONLY
BRIGHT TUNES MUSIC CORP.
ONE HANSON PLACE, BROOKLYN 17, N.Y.

INTERESTED IN ACQUIRING MANUfacturing rights of Polish, Lithuanian, Serbo-Croatian, Italian, Greek and Polka Recordings. Eurotone International, Ltd., 1733 B'way, New York 19, N. Y. Phone: Circle 6-4734.

SOUND EFFECTS BITS—MORE THAN 30 comedy bits using "stock" sounds. Quick gags and clever time fillers for disc jockey! $5. Show-Biz Comedy Service (Dept. BB), 65 Parkway Court, Brooklyn, N. Y., 11235. no2

Attention, Radio Stations:
Important Message.
If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.
Over 1800 satisfied station users—and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.
RSI
Record Source International
1564 Broadway, New York 36, N.Y.
PL 7-2800

TIMES SQUARE OFFICE SPACE
1560 Broadway
New York City
700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized, moderate rentals.
Renting office on premises.
Phone: H.G. SHEPHERD at CI 5-8975

OFFICE SPACE FOR RENT
Prime Midtown Location
8700 square feet
will divide
Centrally air-conditioned
Acoustical ceiling in parts
Asphalt tile flooring
Accessible to all modes of transportation
Unusually Low Rental
Contact:
KENNETH D. LAUB
Collins Tuttle & Co.
261 Madison Avenue
N. Y. City 16, N. Y.
Tel.: MU 2-4020

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

Say You Saw It in Billboard

EMPLOYMENT SECTION

SITUATIONS WANTED

EXPERIENCED, HARD-WORKING RECord Sales Executive available. Prefer regional or district sales and/or promotion position, or would like to locate with an aggressive rack merchandiser. References and proven track record available on request. Will relocate. Box 513, c/o Billboard, 1564 Broadway, New York 36, N. Y. oc12

The Company that REALLY goes after more business CAN get more business . . . by consistent advertisements in Billboard's

Buyers and Sellers'
CLASSIFIED MART

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

Check the Classified Mart in every issue of Billboard . . . see what others are doing . . . then see what you should do to meet and beat the competition.

CLASSIFIED RATES

Per Insertion

	½"	1"	2"	Each Additional Inch
Manufacturers Advertisers	$9	$18	$25	$9
Distributors & Employment Advertisers	$5	$9	$18	$5

- Minimum size sold is ½", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for ________ consecutive issues.
Classification: ________ Size: ________
☐ Set regular classified style. ☐ Set boxed classified style.
☐ Amount enclosed ________
Copy: ________

Company Name ________ Authorized by ________
Address ________
City ________ Zone ________ State ________
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART
1564 Broadway, New York, N. Y., 10036 — 1520 N. Gower St., Hollywood, Calif., 90028 — 188 W. Randolph St., Chicago, Ill., 60601

Bally Back in Bingo Line

CHICAGO—Bally Manufacturing Company is returning to the bingo business after an absence of 10 months and will ship machines overseas and to certain areas in the U. S.

Bill O'Donnell, Bally president, said a part of Bally's production will immediately be shipped into Louisiana. O'Donnell said he was acting on opinions of legal counsel in Chicago, Washington and New Orleans, that the firm's new game would be lawful in Louisiana.

Bally is also investigating the possibility of shipping the games into certain other areas where bingos are "specifically enumerated as lawful by State statute." He did not specify which areas were involved.

O'Donnell said Bally is seeking a clarification of the "vague definition of machines covered in the federal interstate shipment law and also of the States included in the so-called 'specifically enumerated' amendment which was added to the Eastland bill in the final Senate-House conference committee.

He noted, however, that "Our backlog of orders for Europe

BOUNTY

and other parts of the world will keep us too busy to think of U. S. markets for quite a while."

Bally has been out of the bingo or in-line business since enactment of the Eastland bill earlier this year.

O'Donnell said, however, that the "world-wide demand for Bally bingo games has increased so tremendously since last December that we would be failing our customers, our management and our employees if we did not enter the market with the best 'line-or-section' scoring game Bally engineers know how to build."

Bally is kicking off production with Bounty, a game that combines traditional bingo features with a "first-ball-skill-shot" innovation that is optional to the player.

If the player elects to play Skil-Shot he shoots to land the ball in the Skil-Selection hole, one of nine holes located in the top two rows of the playfield. Missing the first Skil-Selection shot, the player can still go on to play the traditional bingo game.

Bounty advertising carries a statement that the game is "sold only in foreign commerce or, pending clarification of the law, a State of the U. S. where 'specifically enumerated as lawful in a statute of that State.'"

Coin Machine OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS • RECENT STEREO RELEASES • BULK VENDING

EDITORIAL

MOA's Opportunity

For the last dozen years, the prime function of the Music Operators of America was to thwart any attempt to remove the performance royalty exemption on juke boxes. During this period, MOA has saved operators millions of dollars. There is no question that any operator who joined the organization got his money's worth—as did the freeloaders who didn't join.

Any rational analysis of the performance royalty situation today leads to one conclusion—that the exemption will be removed in the current session of Congress. Any operator who feels otherwise is engaged in wishful thinking.

What does this mean to MOA and to the juke box operators? If the experience of West German operators is any criterion (see separate story by Omer Anderson), it's not the end of the world.

West German operators have always paid performance royalties, and they have one of the strongest national associations in the world. ZOA, the German trade group, bargains on behalf of operators with the national performance rights society. It also fights against discriminatory and confiscatory taxes in the courts and has done an outstanding public relations job on behalf of the coin machine industry.

The example of ZOA could well be followed by MOA. An encouraging note was struck during the recent MOA convention in Chicago, where the agenda was devoted to a wide diversity of industry problems.

Any operator who wants to pay performance rights royalties is out of his mind. But we don't always get what we want, and we must make the best of what we get.

Operators would do well to face reality: The performance royalty exemption will probably by removed. And with this removal, MOA is offered a challenge and an opportunity. We hope it meets the former and takes full advantage of the latter.

Rowe-AMI Unveils New Model

CHICAGO — The location was not Broadway, but that's about all that was missing. The color, excitement, staging and music that otherwise make up a Broadway musical were all there.

The event was the gala showing of the 1964 Rowe-AMI juke box at the Sherman House here last week. Several hundred distributors representing Rowe AC Services' 46 offices were on hand.

So were representatives from the parent company, from Patrick O'Malley, Automatic Canteen Company of America (parent company of Rowe AC Services) president, on down.

Rowe AC Services put its unveiling in the form of a Broadway production, complete with professional actors, music, stage, ligthing, chorus girls and what have you.

The speeches were broken with musical production numbers, all tastefully keyed to the subject matter. The result was a wholly interesting and palatable fare of what otherwise could have been pretty heady stuff.

The unveiling was keyed to the slogan of "The Sound of Money," which is to be followed in the firm's advertising and merchandising for the coming year.

Visited Las Vegas

Actual planning goes back to last summer when Rowe AC Services executives together with the firm's advertising and public relations people journeyed to Las Vegas to take advertising photos where, as Fred Pollak, Rowe AC vice-president says, "the sound of money is loudest."

So impressive was the firm's merchandising presentation that a two-column story about the whole unveiling and program appeared in the morning edition of The Chicago Daily News, bylined by George Lazarus, the paper's marketing expert.

Details of the models are being kept secret, but distributors will begin sneak previews within a week, and formal operator showings are scheduled for the week of October 14.

The new Rowe-AMI phonograph (model M) features a com-

(Continued on page 65)

Seeburg Names Joseph Hards Vice-President

JOSEPH F. HARDS

CHICAGO—Joseph F. Hards, a music-programming veteran of many years, was last week named vice-president in charge of Seeburg's background music division.

For six years, Hards was associated with Muzak as program director and was later program director for World Music. He was with London Records while that fim was in the background music rental library business,

(Continued on page 66)

Milw'kee Nixes Dipping of Age

MILWAUKEE — The Milwaukee Common Council has refused to lower the 18-year-old age limit for persons playing coin-operated amusement devices.

The action came in response to an effort by Joseph E. Beck, Mitchell Novelty Company, to get the reduction. Beck operates an arcade here.

Beck told the Common Council's license-rules committee that it didn't make sense to allow a boy under 18 to enter a bowling alley but forbid him to play a coin bowling machine. He added that without patrons under 18 "there's no sense in having an amusement arcade."

Herbert Schmidt, first deputy inspector of police, opposed the age limit change. He cited several incidents of arrests and juvenile loitering at the arcades.

Spirit High at W. Va. Meet

By NICK BIRO

CHARLESTON, W. Va.—If spirit is any criterion, the West Virginia Music and Vending Association has to be one of the most successful in the country.

Nearly 100 operators and guests gathered here last weekend (27-29) for the association's ninth annual State convention, and the spirit and tempo of the conclave couldn't be topped.

Lou Casola, Music Operators of America president and Bob Blundred, MOA managing director, spoke at the regular Friday evening business session, and before the convention was over, the pair had some $500 in donations and new memberships.

Exhibitions

Exhibits were held throughout the two-day meeting. Virtually every major juke box and game manufacturer and a surprising number of vending firms were represented.

Richard Funk, legal counsel of the National Automatic Merchandising Association flew in to give the group a report on his association's efforts in the current tobacco-health controversy.

Nick Biro, Billboard's Midwest Editor, spoke on the new Music Operators Stereo Service (MOSS) program designed to provide operators with stereo singles from current best selling albums. The program was launched recently by RSI, a division of Billboard, and Rock-Ola, Rowe-AC Services and Wurlitzer.

High point of the conclave was the big wind-up banquet and floor show Saturday evening. At least a dozen State and local officials were guests of the association.

Mitnick Plea

Featured speaker was Jack Mitnick, Sun Ray Associates, who gave an impassioned plea for operators to support MOA and the national group's fight against copyright legislation.

A special distributor break-

(Continued on page 63)

EDITORIAL

Evil Never Inherent

This week's issue carries a story about the refusal of the Milwaukee Common Council to lower the minimum age for playing coin amusement devices.

As a news story, it rates only four paragraphs, and its effect on the coin machine industry is not great. However, it is symptomatic of what's wrong with the industry.

The Milwaukee officials have ruled that no person under 18 years of age may play coin amusement devices. A Milwaukee 17-year-old may bowl in regulation (non-coin) alley, go to the movies or attend a dance. But he may not test his skill on a shuffle alley.

Inherent in the ruling is the concept that coin amusement devices somehow are capable of corrupting youth. The Milwaukee Common Council, mind you, is not talking about gambling devices. It is talking about coin bowlers, shuffle alleys and arcade-type novelty games.

This theory, of course, is utter nonsense. The late Jimmy Walker once said, "No girl was ever ruined by a book." And no boy was ever ruined by a shuffle alley.

What is happening in Milwaukee is also happening in varying degrees in many other municipalities. Restrictive ordinances against coin amusement devices are usually based on the theory—sometimes stated and other times implied—that the games are evil in themselves.

That this condition exists is due in great measure to the laxity of the coin machine industry itself. Aside from the ill-starred Coin Machine Council of three years ago, no major industry attempt has been made to convince the nation's public officials and the news media that coin amusement devices are simple games of skill which provide low-cost entertainment for both juvenile and adult.

The industry will take the Milwaukee decision laying down, because the industry lacks the machinery to do otherwise. The Music Operators of America, the only operator group which has a nation-wide membership, does not have the resources to carry the fight to Milwaukee this week, to New Orleans next week, and perhaps to Seattle the following week.

Until MOA gets the membership and the war chest to launch a national public education campaign, and a legal staff to fight important local threats, many more Milwaukees are in the offing.

German Trade Assn. Guards Operators' Rights, Interests

By OMER ANDERSON

COLOGNE — If American music machine operators are forced to pay performance royalties, the need for a strong national operator association will be as urgent as it ever was. That's the attitude here with regard to the Music Operators of America and the Celler Bill (which would remove the performance royalty exemption for juke box operators).

Exhibit A is the flourishing West German Zentralverband der Organisationen des Deutschen Automaten-Aufstellgewerbes (ZOA), the Central Organization of the German Coin Machine Operating Trade.

German operators have never enjoyed exemption from performing rights royalties. On the contrary, negotiating with GEMA, the German ASCAP organization, is a prime responsibility of ZOA. It is, however, only one of a large number of services the ZOA performs for the German coin machine operator.

Stands Guard

ZOA stands guard across the spectrum of the operator's rights and interests. It has been fighting in the courts for years against discriminatory and confiscatory taxation, especially in the matter of the so-called "amusement tax."

It is vigorous, too, in its defense of the operator's good name against irresponsible daily press reporting. Because of the ZOA's vigilance, the German press has adopted a steadily improving attitude of factual and even sympathetic treatment of operator problems.

The ZOA, in this connection, has had substantial success in upgrading the operator image in this country. By and large, the German operator is now regarded as a serious businessman, an asset to his community.

3,000 Members

ZOA encompasses around 3,000 operators, and it has been the prime factor in promoting unity and solidarity among the German trade. It operates on a federal basis, through organizations in each of the West German States.

It is not coincidence that West Germany has the strongest operator organization on the Continent—and also the strongest operator-owned trade.

Experts credit the ZOA with having firmly established operator ownership of equipment in West Germany, although there is strong bias in Europe toward location ownership, examples being Belgium and Austria.

The ZOA has proved to be an effective channel for finding and developing trade leadership. The German operator organization abounds in capable leaders, who come up through the ZOA ranks. ZOA's present chairman, Hasso Loeffler, the son of a pioneer operator, is widely regarded as one of the outstanding "Statesman" of the Continental trade, an effective force for unity and progress within the operator ranks.

Summarizing the achievements of the ZOA, a German trade source observed, "It is our opinion that royalties, like them or not, are unavoidable, and that the question is, rather, to negotiate effectively enough that they are kept within reasonable limits. The problem is not that royalties must be paid; it is that they tend to expand out of all proportion to collections and current operating economics.

"It is inconceivable to me that American operators can cope with the royalty situation without a tightly knit organization representing them at the bargaining table."

Experience in Germany suggests that U. S. operators will need the MOA more if the Celler bill becomes law; in fact, that it will become indispensable to their continued existence.

Agenda Set for New York Meet

ALBANY, N. Y.—Millie McCarthy, president of the New York State Coin Machine Association, has announced the formal agenda of the group's annual meeting, to be held 2 p.m., Monday (14), at the DeWitt Clinton Hotel here.

The agenda includes election of officers, problems of the recent State Liquor Authority rulings, area problems with the new pool table law, ASCAP legislation, participation in Music Operators of America activities, prices and the used equipment market and a dues structure revision.

DeHaven Warns Against Discriminatory Taxation

CHARLESTON, W. Va. — Dilman R. DeHaven newly elected president of the West Virginia Music and Vending Association, said that discriminatory taxation was the most acute problem facing the State's operators today.

He vowed his administration would continue to fight for more equitable measures.

West Virginia operators pay a substantially higher levy than do retail merchants handling the same items, DeHaven said.

Vending Tax

Vending operators have to pay a 1-cent tax on any sale

(Continued on page 66)

DILMAN R. DeHAVEN

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Greatest Line-or-Section Game in History

NEW First Ball Skill-Shot

Player shoots FIRST BALL to land in Skill-Selection in 2 TOP ROWS, scores up to 120 before starting to play for line-and-section scores. Each coin-play advances Skill-Shot Score one step or more.

SUPER OK · EXTRA OK · OK

New style OK feature

AND A SWEETER "ORANGE" THAN EVER

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ROCK-OLA *Rhapsody II*

160 play de luxe stereo-monaural phonograph

Model 418SA

Now available with NEW 7" LP FEATURE!

Now, with the new Rock-Ola Rhapsody II, Model 418SA, operators can meet the demands of *any* location going. Offer 33⅓, 45 RPM, even 7" LP albums! The new LP feature is installed in groups of 10 records (20 selections). Any number of LP albums can be installed, up to 80 records, with 160 selections . . . in groups of 10. Customer has the choice of both sides of album record or any combination of sides. Mix any bank of records in any sequence with the exclusive Rock-Ola Mech-O-Matic Changer . . . or, offer all 33⅓, all 45 RPM, all 7" LP records!

New and extremely durable cabinet finish
In addition to new and distinctive cabinet styling, the Rhapsody II also features a new plastic laminate "conolite" finish. Extremely stain and mar resistant, it is easy to keep clean . . . maintains a beautiful glossy shine.

Full Dimensional Stereo Sound
Dramatically achieved by combining perfect stereo cone tweeters, above, with the main unit speakers below, then factory pre-angling them to achieve what we call "beaming the music" . . . providing full dimensional sound whatever the location.

Exclusive Rock-Ola Selector Mechanism
Fastest selection-to-play cycle available. Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in ten seconds or less. Ends sticky selector coils . . . replaces them with positive-action mechanical selector levers which provide fail-safe selection every play.

Featured-star display panel
Adds dramatic appeal to the Rhapsody II. A proved play booster!

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for advanced products for profit

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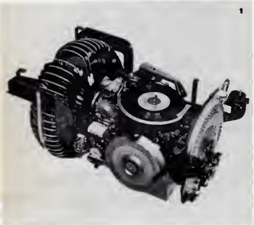
with famous ROCK-OLA design simplicity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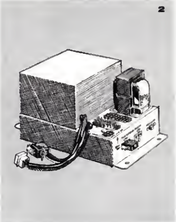
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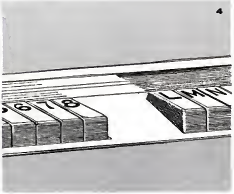
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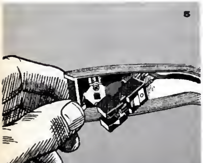
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6

1 New, Miniaturized 160 Selection Mechanism

Here, in a single compact mechanism, is proof of *Rock-Ola Design Simplicity.* Pure and simple concepts of engineering . . . an ultimate in fail-safe performance, afforded by replacing complex electrical components with an almost entirely mechanical operation!

2 New "Common" receiver system

Adapts quickly and easily to both Rhapsody II and Capri II. Ends cost of multi-receiver system inventory.

3 New Automatic Rock-Ola "Money-Counter"

Plug-in unit counts nickels, dimes, quarters, half-dollars. Gives exact total of machine receipts. Sealed, tamper proof unit—"totals" reading visible through window.

4 Fool-proof two-button selection system

Single plane two-button selection system speeds play. Key switch assembly is isolated from pushbuttons. Eliminates service calls caused by spilled liquids.

5 Plug-in-needle cartridge—Snap-in Diamond stylus

High-compliance astatic stereo cartridge merely plugs in. No wires, no screws, no connections needed. New snap-in diamond stylus eases service problems.

Feather-touch tone-arm set down

Resister circuit on gripper arm motor slows action on tone arm for softer set down. Lengthens needle life. Muting delay relay circuit allows tone arm to be muted during set down. Eliminates feed-in groove noise.

6 Exclusive Rock-Ola Mech-O-Matic Intermix

Completely automatic changer intermixes 33⅓, 45 RPM, stereo, monaural records in any bank, in any sequence. Even intermixes 7" LP records with the Rhapsody II Model 418SA! No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes.

Take advantage of the many big features of the new Rock-Ola Rhapsody II See your Rock-Ola Distributor today.

West Virginia Ops Meet

PRE-CONVENTION STRATEGY is discussed as the West Virginia Music & Vending Association's ninth annual conclave gets underway. From left to right: Dilmae De Haven, elected president; Bill Anderson, outgoing president; Nick Biro, Billboard's Midwest editor; Jack Mitnick, banquet speaker; John Wallace, board chairman; Lou Casola, Music Operators of America president and guest of honor, and C. H. (Red) Flaneery, vice-president.

IT WAS A VERY SUCCESSFUL TRIP for Lou Casola (second from right), Music Operators of America president, and Bob Bluedred (right), MOA managing director, shown here accepting a check for $500 from Bill Anderson, outgoing president of the West Virginia association. John Wallace, West Virginia board chairman and an MOA director, looks on. The $500 check was to cover new memberships in MOA.

BILL CANNON, president of the New Jersey Music Operators Association, is welcomed to the West Virginia Music & Vending Operators Association conclave by Bill Anderson, outgoing president.

MORE GUESTS OF HONOR at the West Virginia association banquet: Lou Casola, Music Operators of America president; Mr. and Mrs. Bill Anderson, outgoing president of the West Virginia association; Dallas Bias, Charleston, W. Va., chief of police; Mitch Oliver, second vice-president; Reverend and Mrs. R. C. Thornberry.

JACK BESS, Roanoke Vending Exchange, got so many questions about the new Rowe AC Services juke box (due out later this month) that he had a special box made up with what he called an "artist's rendering of the new model."

GUESTS OF HONOR at the big wind-up banquet for the West Virginia Music & Vending Association's ninth annual convention included Mr. and Mrs. C. H. (Red) Flaneery; Jack Mitnick, featured speaker; Nick Biro, Billboard's Midwest editor; Bill Cannon, president of the New Jersey association; John Wallace, WVMVA's board chairman; Robert Blundred, Music Operators of America managing director, and Joe Hunt, toastmaster.

BILL ANDERSON, outgoing president of the West Virginia Music & Vending Association, congratulates president-elect Dilmae De Haven. Looking on are Nick Biro (left), Billboard's Midwest editor, and Robert Bluedred, Music Operators of America managing director.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

MEAN WOMAN BLUES
ROY ORBISON, MONUMENT 824
BLUE BAYOU

SURFER GIRL
BEACH BOYS, CAPITOL 5009
LITTLE DEUCE COUPE

THE GRASS IS GREENER
BRENDA LEE, DECCA 31539
SWEET IMPOSSIBLE YOU

FIRST DAY BACK AT SCHOOL
PAUL & PAULA, PHILIPS 40142
A PERFECT PAIR

NEW MEXICAN ROSE
4 SEASONS, VEE JAY 562
THAT'S THE WAY IT GOES

COME BACK
JOHNNY MATHIS, MERCURY 72184
YOUR TEEN-AGE DREAMS

TOYS IN THE ATTIC
JACK JONES, KAPP 551
WIVES AND LOVERS

FIESTA
LAWRENCE WELK, DOT 16526
BLUE VELVET

Recent
STEREO RELEASES
for Music Operators

■ SEEBURG LITTLE LP's

Pop Vocal

LES McCANN—Les McCann Sings...... Pacific Jazz

Pop Instrumental

LES BROWN—The Richard Rodgers Bandbook .... Columbia

JACKIE GLEASON—Champagne, Candlelight & Kisses .... Capitol

Jazz/Rhythm & Blues

ART FARMER—Listen to Art Farmer and the Orchestra .... Mercury

COUNT BASIE—This Time by Basie......... Reprise

* * *

■ SEEBURG ARTIST OF THE WEEK

PATSY CLINE—Showcase

Decca (Country Vocal)

All titles listed are custom 33⅓ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York, N. Y. 10036.

EUROPEAN NEWS BRIEFS

Dial 'M' Hit

VIENNA—Dial "M" for music. The dial-a-tune selector has been the hit of the Vienna autumn trade fair.

It is featured on the Musikbar phonograph manufactured here by the firm Automatic, and it is standard equipment with the Teleramic, the phonograph produced in West Germany by Automatie Canteen.

Musikbar is designed for luxury establishments catering to "a sense of intimacy and romance," as Musikbar promotion puts it. Couples seated in the alcoves favored by European restaurants can select and dial "our song."

Musikbar is selling big in Austria, and the producer, the Automatic Company of Vienna, says export prospects are excellent.

Blue Book Prices

PARIS — France's phonograph trade reports "success beyond all expectations" for its used car "blue book" system of pricing used phonographs.

France has probably the biggest replacement machine problem in Europe. It was not until 1959 that the replacement of vintage boxes began on a big scale.

The Freneh trade is elogged with aneient equipment, the legacy of the war and the postwar economie austerity caused by the fighting, first, in Indo China and later in Algeria.

Now, with prosperity in full flower, Freneh operators are rushing to replace equipment and there is a glut of collector's items on the market. The "blue book" system helps speed up the replacement of equipment while stimulating French phonograph manufacturing.

The rule of thumb on valuation is that a two-year-old French product commands roughly the same trade-in allowanee of a five-year-old U. S. prestige maehine.

Seek Lower Fees

ROME—SAPAR, the Italian operator organization, plans action on a European wide scale to force a general reduction in performing rights royalty fees.

SAPAR has been refused a reduction by the Italian ASCAP

(Continued on page 66)

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Bally Congress Shuffle	75.00
C.C. Championship Shoffle	65.00
Gottlieb Miss Anoebelle	185.00
Gottlieb Tosan	195.00
Keeney Go Cart, New	295.00
United Mercury Shuffle	75.00
CC Player's Choice	165.00
Gottlieb Rocket Ship	85.00
Un. Jombo Bowler	175.00
CC King Bowler	195.00
CC Queen Bowler	265.00
CC Bed Pen Shuffle	245.00
United Teammate	295.00
Wms. Ten Spot	195.00

Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2418	$545.00
Wurlitzer 2500, 2504, 2518	645.00
Wurlitzer 2300	445.00
Seeburg 200 Sel. WB	39.50
Wurlitzer 5210 WB	49.50
Wurlitzer 5207 WB	25.00
Seeburg 3W1 WB	18.50
AMI Lyric 100	345.00
AMI F 120	125.00
AMI Ser Brackets	2.78
AMI S 120	185.00
AMI S 200	195.00
K. S. Seeburg	295.00
Seeburg C	125.00
Seeburg B	95.00
Seeburg G	195.00

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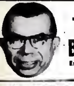

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each single has:

TWO BEST SELLING SIDES

from a

BEST SELLING ALBUM

by a

BEST SELLING ARTIST

and . . .
All This and in STEREO Too!

Developed by RSI* in co-operation with

ROCK-OLA ROWE-AMI and WURLITZER

*RECORD SOURCE INTERNATIONAL, A Subsidiary of Billboard

MOSS PACK #4

SELECTIONS

- MOONLIGHT & ROSES/THREE O'CLOCK IN THE MORNING
  Hugo & Luigi Chorus, RCA
  Album: Cascading Voices of the Hugo & Luigi Chorus
- LOVE THEME FROM MUTINY ON THE BOUNTY/THEME FROM GIGOT
  Jackie Gleason, Capitol
  Album: Jackie Gleason Presents Movie Themes—For Lovers Only
- GINA/STRANGERS ON THE SHORE
  Felix Slatkin, Liberty
  Album: Winter Love
- THE ANTONY & CLEOPATRA THEME/CAESAR & CLEOPATRA THEME
  Origiool Score, 20th Fox
  Album: Cleopatra
- LOVER COME BACK TO ME/MISTY
  Erroll Garner, Reprise
  Album: One World Concert

MOSS PACK #5

SELECTIONS

- I KEEP GOING BACK TO JOE'S/WHERE DID EVERYONE GO?
  Nat "King" Cole, Capitol
  Album: Where Did Everyone Go?
- THE ONE I LOVE (BELONGS TO SOMEBODY ELSE)/I'LL NEVER SMILE AGAIN
  Jo Stafford, Reprise
  Album: Getting Sentimental Over Tommy Dorsey
- WHEELS/MUSKRAT RAMBLE
  Chet Atkins, RCA
  Album: Travelin'
- LA VIE EN ROSE/NATURE BOY
  Mr. Acker Bilk, Atco
  Album: Only You
- MODEL IN BLUE/LIVE SAVERS GIRLS
  Orig. Soundtrack, U.A.
  Album: Mondo Cane

MOSS PACK #6

SELECTIONS

- BYE BYE BLACKBIRD/WE KISS IN THE SHADOW
  Sammy Davis Jr., Reprise
  Album: As Long as She Needs Me
- TAKE GOOD CARE OF MY BABY/JOEY
  Anita Kerr, RCA
  Album: Tender Words
- DEVOTION/SANDS OF TIME
  Ferrante & Teicher, U.A.
  Album: Love Themes From Cleopatra
- END OF A LOVE AFFAIR/THIS COULD BE THE START OF SOMETHING BIG
  Gloria Lynne, Everest
  Album: Gloria Lynne at Los Vegas Thunderbird
- TROUBLE IN MIND/I CAN'T STOP LOVIN' YOU
  Jimmy Smith, MGM
  Album: Hobo Flats

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Signature ____________________ Title __________

ALL PURCHASES ARE FINAL THERE IS NO RETURN PRIVILEGE

Oak Charges King Koin Unit Infringes on Acorn Patent

By SAM ABBOTT

LOS ANGELES—Oak Manufacturing Company has filed suit in United States District Court charging that King Koin machine infringes on the Acorn patent. Oak also charges Harold T. Probasco and his Harby Industries with unfair competition.

The suit seeks to prevent Probasco from manufacturing his bulk venders, asks damages, accounting of all gains and profits, payment of cost of action, and treble damages for the alleged infringement.

Oak claims that on January 9, 1951, United States Letters of Patent No. 2,537,317 were "duly and legally issued to the plaintiff as assignee of Harold T. Probasco for a 'vending machine' and since that date plaintiff has been and still is owner of the patent.

Other Patents

Probasco, said the complaint was engaged in "inventing, designing, improving, manufacturing and selling vending machines" from 1947 to October 20, 1962.

At the time, he was an Oak vice-president, stockholder, director and production manager and worked with Sam Weitzman, president; Sidney Bloom, secretary-treasurer, and Norman Weitzman in jointly inventing and designing and improving certain machines, and parts. These are claimed to have been incorporated in the King Koin by Probasco, who invented a vending machine prior to his Oak affiliation.

According to the complaint, Probasco held a position of "great confidence and trust" but left October 20, 1962, for purposes "then unknown" to plaintiff. It is charged that information obtained during his employment was used for the King Koin vender, an alleged violation of patent in breach of trust and unfair competition.

Probasco, contracted at his plant in Van Nuys, refused comment "at this time."

Probasco Charge

Probasco, however, had previously filed suit for the dissolutions of Oak Manufacturing Company, Inc.; Imperial Die Casting Corporation; S-H-S Purchasing, Acorn Sales, Trade-Wins Corporation, all California corporations and Operators Vending Machine Supply, a division of Oak Manufacturing Company, Inc. Also named as defendants are Samuel Weitzman and Sidney H. Bloom, Doe companies 1 through 10 inclusive, John Doe 1 through 20, and Jane Doe 1 through 10.

This suit charges that Weitzman and Bloom "to the exclusion of the plaintiff" operated the defendant corporations for their sole benefit. It also alleges that Doe companies, John Does and Jane Does have in possession assets which are owned by the other defendant corporations and that assets should be ordered returned to said defendant companies and made subject of any dissolution order.

(Continued on page 65)

Oak Names Pair Of New Distribs

CULVER CITY, Calif.—The Oak Manufacturing Company this week named two distributors—Remarc Distributing Company, Ltd., Toronto, for Canada, and Best West Specialty Company, Phoenix, for Arizona.

Remarc recently bought the assets of the Siegel Distributing Company's Canadian bulk vending division.

Walter Grey, head of Best West, has been in the vending business for 17 years.

Rings Enjoying Best Sales Ever

NEW YORK—Rings, long a staple in charm vending, are enjoying their best sales in history, according to local operators. The reason, according to Roger Folz, president of Folz Vending, Oceanside, N. Y., is the wide assortment currently available from charm manufacturers.

Folz added that better pointing ring sales. He cited the use of the styrofoam display panel, currently popular with operators. Folz has been using this panel for two years with outstanding success.

Only the better items, selling for 10 cents, are placed on the panels.

Eppy Steps Up N. Y. Production

JAMAICA, N. Y. — Eppy Charms, Inc., has stepped up production at its main plant here to compensate for the loss of production facilities at the Ponakin Plastic factory in Lancaster, Mass.

The Bay State firm, which provided nearly 25 per cent of the charms sold by Eppy, was recently destroyed by fire. Lost were 11 molding presses and nearly 40,000 pounds of powder. However, the molds were all saved.

George Eppy, president of Eppy Charms, said that existing production facilities are now ample to fill all orders, with no delays.

Ex-Beaver Distrib To Handle Acorn

CULVER CITY, Calif. — Tarletz & Grodin of Dallas, formerly distributors for Beaver and defendents in a recent infringement suit brought against that company by Oak Manufacturing Company, have been named sub-distributors for the Acorn line under Jackson Vending Machine Company.

An Oak official said that out-of-court settlements in the Beaver case had been made with Buy-More Vending Corporation, Baldwin, N. Y., and Hermitage Music Company, Nashville. Several other settlements are pending.

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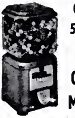

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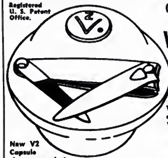

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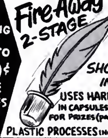

Fire-Away 2-STAGE Feather Rocket
SHOOTS UP TO 200 FT. INTO THE AIR!
USES HARMLESS CAPS (Included)
IN CAPSULES (10¢ VEND)-$40./M
FOR PRIZES (packed with 6" feather)-$55./M
PLASTIC PROCESSES INC. 83 HANSE AVE., FREEPORT, N.Y.

CONGRATULATIONS WERE IN ORDER when Preston Coombs, left, was elected president of the Western Vending Machine Operators' Association in Los Angeles, and were soon forthcoming from his son Bill. Coombs is a veteran operator of one of the largest routes in the area and Bill now has his own bulk operation. Coombs succeeds Phil Sreden. —Photo by Sam Abbott

Free Bahamas Trip Offered By Oak Sales

MIAMI BEACH—Oak Sales Florida is offering a free trip to the Bahamas as a sales bonus for operators attending the National Vendors Association convention in Miami Beach next April. Details of the program as announced by Meyer Abelson, president, were sent out to operators in letters earlier this week.

Oak is offering the trip to any operator who buys $2,000 worth of charms or capsuled items from October 5 through the close of the convention in April, 1964.

Those operators qualifying for the trip must be in Miami. They will receive limousine service to and from the Deauville Hotel in Miami to the Miami Airport, will be flown to the Bahamas and will spend three days at one of the foremost hotels there.

Further details on the arrangements will be announced as they are completed.

SHOW ALL SIZES IN OAK'S NEW CAPSULE UNIT

CULVER CITY, Calif.—The Oak Manufacturing Company here has gone into production of a new 25-cent all-size capsule vending machine, with a capacity of 100 large or 250 small capsules. Features of the unit are a permanent velveteen jewelry display panel molded to fit inside the globe and the elimination of rods which would interfere with the merchandise.

Beaver Auction Set This Week

DALLAS—The materials and inventory of the Beaver Distributing Company, Inc., 3200 Irving Blvd. here, will be sold at public auction Monday (7) in a sheriff's sale.

The sale is being held to satisfy a judgment obtained by Eppy Charms, Inc., Jamaica, N. Y. charm manufacturer, against the local firm.

Beaver was to have paid a sum each month until the claim, awarded by the court, was satisfied. When the monthly obligations were not met, Eppy Charms elected to exercise the judgment.

All materials and inventory will be sold to the highest bidders.

SPECIAL!
FOR
$30.00
WE GIVE YOU . . .
ONE NEW 5c ACORN CAPSULE MACHINE
with 1,000 Ring Capsules.
½ WITH ORDER—BAL. C.O.D.
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Newark, N. J. MA 2-6878

Machines Empty Faster With These Beauties in 'Em
Here's value that pleases all mothers . . . will please you, too.
Widest variety — over 40 different rings. All stoned. Unlimited combinations.
ONLY $38.00 per M Capsuled
Labels available.
PAUL A. PRICE CO., INC.
5 Skillman Street ★ Roslyn, N. Y.
Phone: 516 MA 1-5500

Say You Saw It in Billboard

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.
NAME...
COMPANY...
ADDRESS...
CITY...
Fill in coupon, clip and mail to:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St. Kansas City 27, Mo.
Phone: WA 3-3900
We handle complete line of machines, parts & supplies.

ATTENTION
ALL CHARM OPERATORS
We have one of the largest stocks of new 1c, 5c, 10c and 25c charm items available.
BROOCHES
NECKLACES
BRACELETS
TIE BARS
KEY RINGS
We have new items available every month.
Let us put you on our "NEW CHARMS EVERY MONTH MAILING LIST". You will receive new item samples every month.
NEW ITEMS—NOT OLD ONES ARE THE KEY TO SUCCESS.
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Address
No. of machines operated
TITAN VENDORS SUPPLY CO., INC.
1210 FARNAM STREET
OMAHA 2, NEBRASKA

Northwestern
SUPER 60
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• NO CRUSHING
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Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender.
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CORPORATION
21032 E. Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

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N.W. Model 49, 1¢ or 5¢	$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	10.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 6 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	$ .77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.48
Pistachio Nuts, Shalk, Red	.50
Cashew, Whole	.66
Cashew, Butts	.63
Peanuts, Jumbo	.40
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.52
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	$ .32
Malt-etts, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

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GET YOUR SHARE WITH
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49 NUT VENDOR
Interchangeable SANI-CARRY globe for faster servicing.
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Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.
FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

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Capsule Vender

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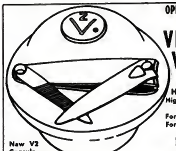

New V2 Capsule shown actual size.
OPERATORS REPORT FABULOUS EARNINGS FOR
VENDORAMA®
V2 25c & 50c
Capsule Vendor
HOLDS 200 V2 CAPSULES
High Quality Merchandise Packed 100 to the Carton.
For 25c Vending . . $12.00 per 100
For 50c Vending . . 24.00 per 100
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Chicago 22, Ill.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.
NAME
COMPANY
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Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302
We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; † Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

MOA Weighs Shift in Hotels

CHICAGO—Music Operators of America directors are mulling the pros and cons of moving their 1964 convention from the Morrison to the Sherman Hôtel here.

The convention would be held just prior to the National Automatic Merchandising Association conclave, as was the practice this year.

Both hotels are currently holding convention dates open for MOA. The association's executive committee will vote on the two sites within 30 days, but meantime is soliciting opinions from members.

MOA members have been increasingly vociferous about moving the conclave to a new site. Criticisms boil down into a lack of exhibit space, the common knowledge that the Morrison is going out of business in December 1964, and a general complaint about limited facilities.

During the last MOA convention, only a limited number of people stayed at the Morrison. Others stayed in nearby hotels.

Critics point out that the exhibit space was virtually filled last year, and MOA is almost sure to need more room following what was one of the most successful conventions in the last few years.

They also feel that since the out of business, the hotel will be less than fully concerned about pleasing the convention-goers.

Advantages cited for the Sherman are:

(1) More exhibit space. The entire mezzanine exhibit area would be available.

(2) Better loading and unloading facilities for exhibitors. The Sherman has an open-end alley as opposed to a dead-end entrance to the Morrison.

(3) Newer hotel with better room and exhibit facilities.

In defense of the Morrison, MOA directors point out that the hotel has one of the top banquet rooms in the Terrace Casino room, a facility that couldn't be equaled anywhere in the city.

Another Morrison advantage is lower cost to exhibitors.

Members of the executive committee to make a decision on the convention site will include J. Harry Snodgrass, board chairman; Lou Casola, president, plus all the officers.

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Wash. Court Won't Rule on Legality of Gambling Act

SEATTLE — Washington State Supreme Court Chief Justice Richard B. Ott said a September 26 suit testing the constitutionality of the gambling-tolerance act will have to await Supreme Court determination of a suit challenging a referendum on the act.

He denied a motion to dismiss the tolerance-act challenge, brought by Reps. Joel M. Pritchars, R—Seattle, and Harry B. Lewis, R—Olympia, it was reported.

Chief Assistant Attorney General Robert J. Doran requested the dismissal. He said Attorney General John O'Connell had not refused to test the law, as charged by the legislators. He said simply the time "was not ripe" for a determination until the court decides whether the referendum would be valid.

E. Robert Fristoe, Olympia attorney, representing the legislators, argued if the law is unconstitutional "it would be meaningless to wait for action on the referendum."

The court is scheduled to hear oral arguments October 18 on the referendum challenge, brought by a Seattle attorney, Louis Rousso.

Rousso asserted Secretary of State Victor A. Meyers illegally certified the referendum because the supporting signatures were not checked for authenticity. The referendum petitions had been stolen.

If the court rules Meyers acted illegally, the act will go into effect immediately. If the court upholds Meyers and the tolerance act also is declared constitutional, the act will remain suspended until a referendum in November, 1964.

FRANK SCHULZ, ROCK-OLA FIELD ENGINEER, conducted a series of service schools, as Robinson Distributing Company, Atlanto, took to the road last week to show the new Rock-Ola phonographs. Showings were held in Augusta, Ga., August 25 and Chattanooga, September 1.

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PHONOGRAPHS

AMI L-200	$795
SEEBURG V-200	195
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SEEBURG 201-SH	R7R
SEEBURG 161-SH	575
SEEBURG 222	645
SEEBURG AQ160-SH	725
SEEBURG AY160H	89R
AMI F-120	17R
AMI G-120	195
AMI I-120	325
AMI J-200	37R
AMI CONTINENTAL-200	59R
AMI CONTINENTAL 2-200	725
RICK-OLA 1468	345
ROCK-OLA 1475-200	425
ROCK-OLA 1478-120	545
ROCK-OLA 1498-120	645
ROCK-OLA PRINCESS	645
WURLITZER 1800	245

VENDING

ROWE COFFEE RV-750 (Fresh)	$395
ROWE PASTRY	150
ROWE 11-Col. CANDY	195
ROWE SANDWICH (Refr.)	325
ROWE HOT FOOD	325
APCO 4-FLAVOR (Ice)	1,045
RALLY 597 COFFEE	395
NATIONAL CIG. 11ML	145
NATIONAL CIG. 111 (Slant)	17R
STONER CANDY 160	17R
SEEBURG CIG. 8DR E-1	165
VENDO ICE CREAM #210 (Post)	47R
VENDO MILK #210 (Pre)	325

ALL EQUIPMENT COMPLETELY RECONDITIONED and REFINISHED

AMUSEMENT GUNS

ChiCoin WORLD'S FAIR GUN	$525	Genco AIR TOP	$175
ChiCoin LONG-RANGE RIFLE	450	Bally SHARPSHOOTER	225
ChiCoin SHOOT THE CLOWN	37R	United SKY RAIDER	125
ChiCoin RAY GUN	250	United CARNIVAL GUN	95
Genco CIRCUS RIFLE	17R	Williams CRUSADER	195
Genco WILD WEST	17R	Williams VANGUARD	150
Genco STATE FAIR	17R	Williams CROSSFIRE	225

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193 Park Street Hartford, Conn.

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A BIG SELECTION

Received a Lot of Drink and Coffee Vending Machines in Trade.

WHAT DO YOU NEED!

Midway Carnival, R Ball	$395.00
Midway Slugger Baseball	425.00
Wms. Major League Baseball	449.50
United Avalon	625.00
Bally Speed Bowler Shuffle	200.00

All above equipment is reconditioned.

Mills Panoram	$350.00
Rowe 2700 Cigarette Venders, repainted hammerlaid finish and reconditioned	200.00

We have many large ball Bowlers for sale, as is. What price do you offer!

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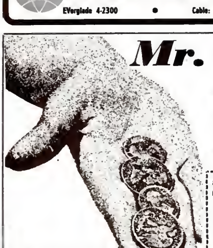

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- Aluminum button scoring blocks
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Spirit High at W. Va. Meeting

• Continued from page 54

fast was also held, followed by a servicing seminar conducted by Frank Schultz, Rock-Ola engineer.

Dilman R. De Haven, Martinsburg, was elected president; C. H. (Red) Flannery, Logan, first vice-president; Edward M. (Mitch) Oliver, Montgomery, second vice-president, and Leoma Ballard, Belle, treasurer.

New directors are: William N. Anderson, Logan; James K. Hutzler, Martinsburg; Anthony Cupola, Charleston; Matthew M. Corey, Beckley; Ross Girard, Grafton; Jone Hunt, Welch; Jerry Derrick, Charleston; James Kiser, Beckley; Carl Keesling, Bluefield; Joe Dobkins, Wheeling; Andy Kniska, Clarksburg; Tom Hunt, Point Pleasant, and Chris Ballard, Belle.

Among guests at the Saturday evening banquet were: Dallas Bias, chief of police; Rev. R. C. Thornberry; Bill Cannon, president of the New Jersey Coin Machine Association; Hewlet Smith, State commerce commissioner; John Kelly, State education commissioner; Joe Burdette, secretary of state; Jim Asbury, State constable, and Richard Howle, State fire marshall.

National Vendors showed its cigaret and candy venders; Allied Sales showed the Rock-Ola Rhapsody II and Capri II phonographs and Vend Rite candy and gum machines.

Auto Vend showed its assorted confections for vending machines; Atlas Music showed the Seeburg Console and Consolette wall box and coffee and cold drink machines. Cruze Distributing showed a Tape-Thon background music unit designed for operators and the Wurlitzer 2710 phonograph and wall box with new stereo speaker attachment.

Largest exhibit was put on hy Jack Bess' Roanoke Vending Exchange. It included the Rowe-AC juke hox and cigaret machine, Midway Rifle Range, Chicago Coin Sun Valley pinball, Bally Three-In-Line pinball, Williams Big Daddy pinball, Chicago Coin Strike Ball Shuffle, and Southland Fast Draw, and Irving Kaye pool table.

Operators were also shown a large selection of novelty gift items by Gerry Frank and Associates.

SPECIALS

25 BOWL-A-RAMAS, 20' size, 5' sections available. WRITS FOR PRICSS. 24 A.M.I. L-200, SPSCIAL PRICE.

50 BALLY FUN-PHONES, complate with tapes, $165.00 aach.

6 BALLY DELUXE BOWLERS, 16' lengths, $750.00 eech, shopped.

GUNS

Bonus Gun	$195
C.C. Ray Gun	295
C.C. Long Range Gun	395
Carnival	135
Gesert Huntar, naw	395
Crusader	225
Genco Circus Gun Rifla	225
Midwey Rifle Renge	295
Midwey Bazooke	195
Pop Gun Circus	225
Polar Hunt	165
Safari Gun	175
Space Glider	325
State Fair	175
Seeburg Baar Gun	165
Seeburg Ceon Hunt	165
Titan Gun	250
Un. Sky Reidar	225
Vanguard	195
Un. Pirate Gun	225
Bally Gun Smoke	225
Harculas	245
Keeney Sportsman	150
Midway Galuxe Shooting Gallary	225
Midwsy Shooting Gallary	195

LATE SHUFFLES

Crystel	$585
Golphin	495
Avalon	650
Viking	545
Sparky	695
Action	675
Caravelle	675
Crest	725
Smbassy	625
C.C. Pro	450
C.C. 6 Game	395
C.C. 4 Gama	295
C.C. Red Pin	250
Sunny	325
Big Bonus	325
Un. 3 Way	375
Un. 4 Way	425

LATE BOWLERS

Challengars	$450
Pen American	450
Dixia	550
Continental	675
Guchass	575
King Bowler	395
7 Stars	775
Frolic	725

M. S. GISSER
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All Phones, Tower 1 6715

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All New, Location Proven, Profit Earning Champ...

2 PLAYER

Sun Valley

NOW! Available in 2 Player ADDED BALL Model!

- **NEW! SCORE-FRAME HAS STAINLESS STEEL TRIM ON THE FRONT, AND PROTECTIVE METAL CORNERS AT THE BACK** to prevent damage during life of game!
- **NEW! FRONT HAND-RESTS ARE MADE OF CYCOLAC PLASTIC.** This is the same material from which telephones are made. It will not tarnish, has long life and remains clean!
- **NEW! EXCLUSIVE "LIFT-OUT", SELF-LOCKING PLAY-FIELD!** Instant access to interior mechanism! No screws! No levers!
- **NUMBER MATCH FEATURE!**

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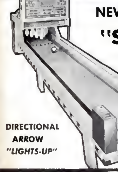
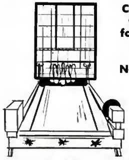


NEW **OFFICIAL "SPARE-LITE"**

6 player Bowling Game

DIRECTIONAL ARROW "LIGHTS-UP"



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Attached in minutes. Protects pins, hood and score glass.

New 6-player

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ARNE SILVERMAN, right, opens the branch office for Ameo Music & Vending in Los Angeles, of which he is general manager. Marshall Ames will manage the branch located in the building at 2251 West Pico Boulevard, which Ameo occupied when it was first organized and purchased Badger Sales Company. —Photo by Sam Abbott

COINMEN IN THE NEWS

New York News Notes

Abe Lipsky, set to distribute the Coan U-Select-It automatic vendors in conjunction with **Johnny Bilotta,** Bilotta Distributing of Albany. Johnny was in town to view the World Series at the Stadium. . . . Others on hand for the series were **Murray Krause** and **H. Fnentes,** operators from Puerto Rico who spent some time with **Al D'Inzillo** at **Al Simmon's** offices.

Harry Berger, local coinman and co-owner of U. S. Billiards, planning to move his operation headquarters in the near future. . . . **Howard Kaye** held down the fort for Irving Kaye Company, while **Irving Kaye, Art Daddis** and **Arnold Kaye** attended the National Recreation Show in St. Louis. . . . **Bert Betti,** Eastern Novelties, plans an open house October 13, marking the second anniversary of the new headquarters in North Bergen, N. J. Food and refreshments will be served beginning at noon through 8 p.m. All his many friends in the area are invited to attend.

Milly McCarthy, New York State Coin Machine Association president urges all members to attend the annual meeting of the association at the Manger DeWitt Clinton Hotel in Albany on Monday, October 14 at 2 p.m.

Boston Briefs

Bill Schwartz, W. S. Distributing topper, plans a dinner-meeting at the Schine Inn in Springfield for members of the staff on Monday (7). . . . **Bob Jones,** Redd Distributing, recently celebrated his birthday. . . . Trimount Distributing's **Irv Margold, Dave Bond** and **Marshall Caras** flew to Chicago last week for the initial showing of the new Rowe-AMI models. Accompanying them were **Dan Brown** and **Dave Riskin** of Trimount's vending and music division and **Russ Eckel,** background music division.

Philadelphia Flashes

David Rosen, following his successful cocktail party for **Jimmy Durante,** last week, headed for Chicago and the Rowe-AMI showings. Accompanying him were **Joe Wasserman, Leo Crawford** and **Dave Weiss.**

Bill Witsen, Scott Cross, set for his European sales trek will look into possibilities for representing some European manufacturers here in the States. His itinerary is as follows: Cumberland Hotel in London on October 13; Milan, Italy, October 17; Frankfurt, W. Germany, October 20; Hamburg, October 22, and Paris, October 24-27.

Baltimore Bulletins

State Sales' **Sam Weisman** and **Dave Koenigsberg** expect to move to new and larger quarters by spring. . . . **Irv Blumenfeld,** General Vending, has appointed **Arnold A. Kamenkow** as his new office manager.

Carolina Cullings

Ashley Bradford, general chairman of the South Carolina Coin Operator Association Convention is hard at work on plans for the meeting to be held on October 12-13. **Jack Bess,** Roanoke Vending and **Bob Blundred,** managing director of MOA will deliver keynote addresses. Factory representatives of all major music and games manufacturers will also attend the convention at the Wade Hampton Hotel in Columbia, S. C. **Royce Green,** Rosemary Amusement, and president of the South Carolina Association is actively signing new members, and predicts a large turnout.

Los Angeles Notes

Blistering weather kept a number of operators from visiting Coin Row last week. The temperatures ranged from 102 to 109 in the city. The five-day heat wave was broken early last week. . . . A meeting of the operators is scheduled by California Music Merchants Association for Tuesday (8) at Wurlitzer's at 2920 West Pico Blvd. **George Miller** will be down from Oakland to conduct the session

Philip Glaniano, shop foreman at Paul A. Laymon's, is handing out cigars upon the arrival of a son, **Phil Jr.** . . . **Don Peters,** formerly of the service department at Laymon's, is now the owner of the town of Denio, Nev. It consists of 65 acres and includes a filling station, restaurant, bar, trailer court and the house where Peters and his family live. . . . **Les Dechene** was in the city from his G. F. Cooper Music in Riverside.

Fred Allen of Bakersfield combined a vacation with business to visit Coin Row. . . . **Walt Hemple** was in the city from nearby San Fernando. . . . **Earl Fast** of Santa Ana was in town. . . . **John Malone** is now in charge of background music for R. F. Jones in Los Angeles. **A. J. Bartholomew** has join the Wurlitzer staff and will be traveling Southern California for that firm.

Rowe-AMI Unveils New Model

• Continued from page 54

pletely redesigned record mechanism, magazine, selector and playmeter. The exterior of the machine has also been revamped.

A number of other extras, including new speakers, wall boxes and unique point-of-purchase tools were also shown.

Highlight of the meeting was the concluding address by Patrick O'Malley, Canteen's dynamic and forceful president.

Predicts Foreign Competition

O'Malley predicted that in the next five to 10 years the music industry would be marked by increasingly strong competition, both from the U.S. and abroad.

"I see higher profit, greater volume, more risk; the inefficient operators will fall by the wayside," O'Malley said. He predicted an even greater trend toward diversification.

"The music industry is reaching its maturity and is at a crucial juncture," O'Malley said. He urged a concentration in areas of aggressive merchandising.

Sees Upswing

In a dramatic pep talk on his own company, O'Malley said this was the first time in the year and a half he has been with Canteen that he could sincerely point to a dramatic upsweep.

"Our company is no longer run by the banks," he noted. "A year ago we owed some $15,000,000 to the banks—that figure has been cut back to less than $5,000,000."

Rowe AC Services also had good news on its Customusic background music system. Don Lunday noted he had probably "introduced, reintroduced and again introduced the system more than anything else."

Can Deliver

He added, however, that the delay in getting the system into full production was due to the careful field-testing of the novel tape mechanism.

He said the firm's background music unit was now in full production, tapes were available, he was asking for orders, and could deliver.

Lunday likened background music to i n s u r a n c e, which brought stability to an operator's business and helped guard against economic dips.

Little Red Schoolhouse Back

Richard Mueller, Rowe AC service chief, announced the firm was reinstituting its "Little Red School House" service school program. Sessions would start at the AMI factory in Grand Rapids, Mich., in mid-October.

Rowe AC is also starting a vending training school to be held at its technical center in Chicago, with the first session slated for November.

Other servicing innovations listed by Mueller included: (1) New vacuum-skin plastic packaging for parts, cardboard mounted for ease of hanging on pegboard. (2) Up-to-date parts parts price list. (3) Reorganization of Rowe AC Services' parts organization for greater efficiency. (4) Series of week-long regional schools by factory servicemen for distributor personnel. (5) New training manuals available immediately on the new model "M." (6) New field bulletin and telephone system and bill changer and detection service.

Executive Parade

Fred Pollak kicked off the meeting and was followed in order by Dean McMurdie, executive vice-president; Jack Harper, president; Harold Brogden and Richard Mueller from the factory; Jerry Marcus, financing; Lunday and finally O'Malley.

Marcus noted that a series of distributor financing plans had been approved, including some that would permit operators to finance machines at new low interest rates at up to three years.

Discussing an elaborate merchandising program to accompany the introduction of the phonographs next week, Pollak listed: a four-color gatefold brochure; four-page, four-color operator brochure; 30 by 40-inch location wall-piece; window streamers; duplex, four-color calling cards with reproductions of the phonograph and a new cigaret vender (not shown) co-operating advertising mats, and a booklet on how to stage a showing.

Oak Files Infringement Charge

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The suit points out that each defendant corporation is not subject to the Bank Act, the Public Utilities Act or the Building and Loan Act.

Probasco Claim

Probasco's claim is that for more than a year he has been and is still a shareholder of not less than 25 per cent of the number of outstanding shares of the defendant corporations and believes and alleges that Weitzman and Bloom owned all stock not owned by him. This, he charged, permitted Weitzman and Bloom, the only other two directors as a majority to control elections and selection of corporate officers and control corporate activities.

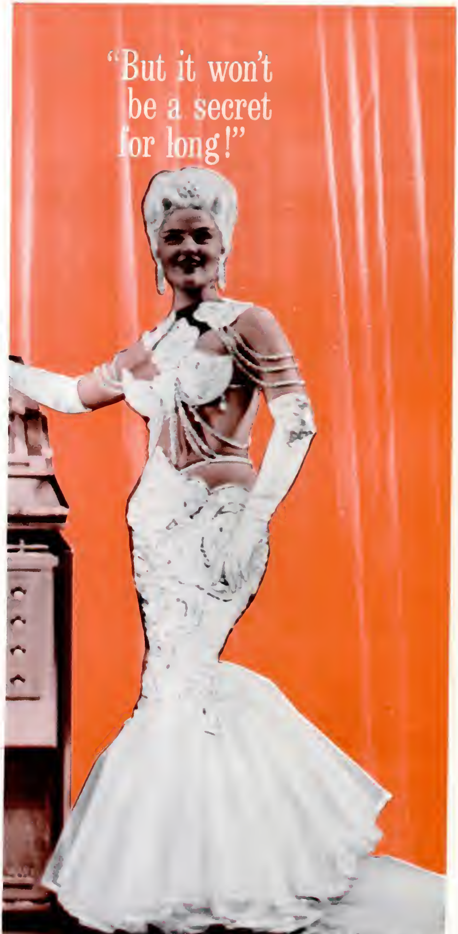
Probasco also charges that Weitzman and Bloom "intentionally and willfully and maliciously excluded plaintiff from further employment with defendant corporations" and discharged him, terminated all benefits and assumed sole control. This, it is alleged, makes Probasco's stock investment of no value.

The value of the said corporations is set forth in the complaint as not less than $750,000. But Probasco claims he was denied access to the books and records and a "true and correct financial report including balance sheets."

Seeks Accounting

Probasco asks for a full and complete accounting, dissolution, distribution and winding up of corporate affairs necessary for his protection; appointment of a receiver, accounting, and that all defendants be required to deposit with the court all assets which it finds should be distributed to the stockholders. The suit further seeks for a sum the court finds due the plaintiff but not less than $250,000, attorney fees of not less then $50,000; interest at 7½ per cent per annum from October 20, 1962, for all sums found to be due and equitably owing to plaintiff, punitive and exemplary damages of $100,000 orders placing liens on defendants' properties to insure satisfaction of all court orders, and any other relief the court deems just and equitable.

Weitzman and Bloom said that the suit was without foundation and would not effect business in the least.



ROWE AC SERVICES
15 South Michigan Avenue, Chicago 3, Illinois

DeHaven Warns Against Discriminatory Taxation

• Continued from page 55

over 5 cents, while retail merchants pay a flat 2 per cent on any sale up to $1 and 3 per cent thereafter.

Thus, a dollar's worth of 10-cent candy bars is taxed 10 cents when sold through vending machines and only 2 cents when sold over the counter.

Juke box operators pay a flat 5 per cent tax on gross receipts.

Repeal Possible

DeHaven said there was a possibility of repealing the vending tax and getting a more equitable assessment.

He termed business in the State good—"about on an even keel with last year."

Commenting on the future of the West Virginia association, DeHaven said simply that he hoped to continue to do as good a job as has been done in the past.

Cites Leadership

"We've had some excellent leadership, and it's largely responsible for the good reputation enjoyed by operators in the State today," DeHaven said.

The new West Virginia association president is an easy-going, genial, slightly greying businessman who's been an operator since 1943.

DeHaven is in partnership with Jimmy Hutzler, who is a director of the West Virginia group, as well as a director of Music Operators of America. The pair operate out of Martinsburg, W. Va. and together have some 800 pieces of juke box, game and vending equipment.

DeHaven is a life member of MOA and one of the founders of the West Virginia association. He's been a member of the board of directors since it was founded.

Deceptively mild-mannered, DeHaven is nevertheless one of the staunchest members of the West Virginia group.

"Dil has a quiet way about him, but I don't know anyone who can get a job done better," a long-time association man said admiringly after DeHaven's election. The comment seemed to sum up much of the sentiment of those at the convention.

In addition to his business interests, DeHaven is active in numerous civic and philanthropic organizations. He's a member of the Moose and Elks and (no pun intended) mentions fishing and hunting as his hobbies. DeHaven is married and lives with his wife and five children in Martinsburg.

Joseph F. Hards

• Continued from page 54

and most recently was program director for Magne-Tronics.

Hards is credited for introducing the first library of recorded magnetic tapes and was a principal in the establishment of the Magnetic Recording Industry Association.

Born in Yonkers, N. Y., Hards has lived most of his business life in the East. He'll reside in suburban Barrington with his wife and six children.

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EUROPEAN NEWS BRIEF

• Continued from page 59

organization, SIAE, and the issue in this dispute is one which the Italian operators will take before the European trade.

SIAE is basing its performing rights fees on collections at machines sited on the busiest locations. These collections are then projected on a national basis, and fees fixed accordingly. SAPAR claims this gives a misleading picture of operator economics.

The operator organization demands the constitution of a commission or board which would conduct an impartial, expert survey of Italy's coin machine economy and then recommend royalties scaled to what the trade can afford in relation to the benefits it receives from the performing rights.

Royal Box

ROTTERDAM — She shall have music wherever she cruises. Princess Grace of Monaco, that is.

The motor yacht Albecaro II being built for Prince Rainier and Princess Grace at a shipyard (Kerstholt) here will have a juke box as standard seagoing equipment.

The Albecaro (the name is an amalgamam of Prince Albert and Princess Carolina—the two Rainier children) is being fitted as a seagoing salon for Monegasque court functions. The phonograph, with the coin mechanism intact, is located in the yacht's game room.

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Billboard

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Newsmakers

CHUBBY GOES BILINGUAL: Chubby Checker, who recently cut two sides in German in Germany, is shown here with producer Nils Noback (left) from Ariola and arranger Friedel Berlipp.

ROMAN WELCOME is given for RCA Victor's Little Peggy March (right) by Italian sensation Rita Pavone (left) and her manager, Teddy Reno. Peggy was introduced to Italian audiences over Rita's television show. When Rita comes to the U. S. (soon) Peggy promises her a guided tour.

FOR ALL INTENSIVE PORPOISES, Mitch Miller added Lucky to his singalong gang during his trip to Philadelphia. Aquarette from the Theater of the Sea, Linda Kennedy, provided the dessert. Note dolphin is sporting a Miller-type beard.

FIVE-YEAR CONTRACT with Mercury Records was officially signed by Jerry Lee Lewis in Nashville. Mercury President Irving Green was on hand for signing. Lewis will appear on the Smash label.

VISITING EMSEES on Hollywood's KHJ Hootenanny spot recently were the Kingston Trio, who dropped in on deejay Bruce Hayes while plugging their new Capitol album, "Sunny Side." For an hour each of the members of the trio took his turn at spinning the platters and in-between patter. Show is a Saturday regular.

AT MOTOR CITY PRESS CONFERENCE for Tamla's Little Stevie Wonder, the youngster was introduced to one of his idols, George Shearing, who in turn introduced the boy to his faithful dog, Lee.

MONTOYA IN JAPAN: Victor's flamenco guitarist, Carlos Montoya, steps off the plane in Japan with his wife. Montoya will concertize in Tokyo and other parts of the Orient.

ITALIAN TV SEQUENCE turned the tables when guests Lou Monte, Johnny Dorelli and Connie Francis filmed RAI's "Johnny 7" show. Monte and Francis are both of Italian origin, Dorelli is Italian-born but spent most of life in Brooklyn.

READY FOR BROADWAY: The Italian musical "Rugantino" is getting ready for Broadway. Shown here are Pietro Garinei (right) and Sandro Giovanni, producer and author of book and lyrics. Singer Ornella Vanoni will star.

PASSING THE 200 MARK: On September 28 Martha Schlamme and Will Holt celebrated their 200th performance of the "World of Kurt Weill in Song." MGM will release the original cast album soon, entitled "A Kurt Weill Cabaret."